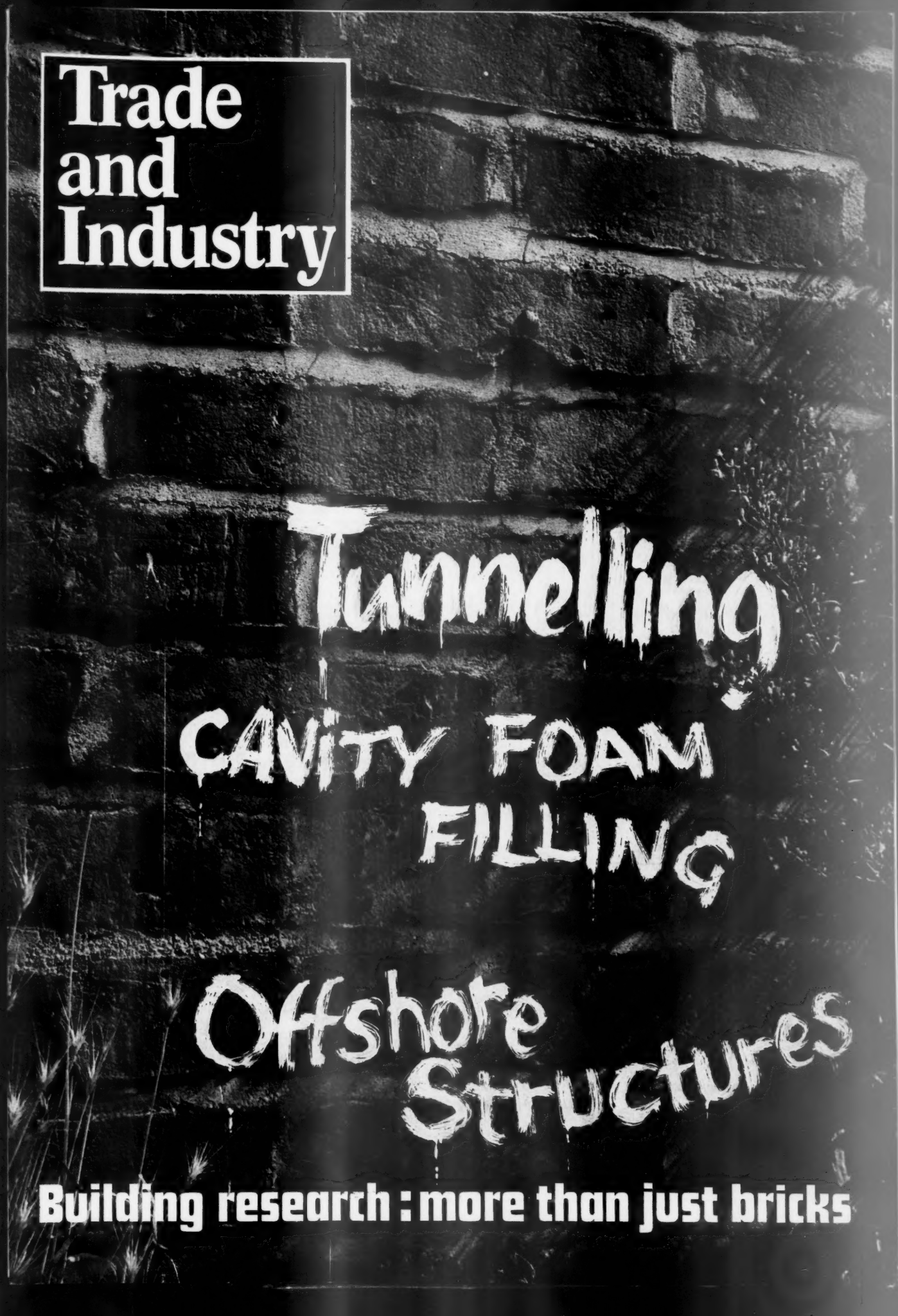
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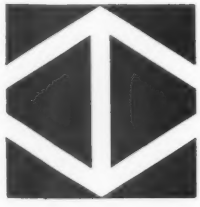
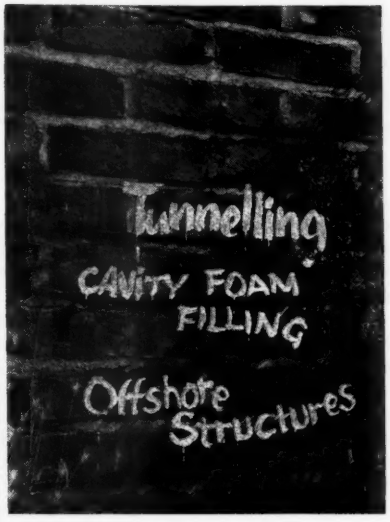


Trade and Industry

5 September 1975

News from the Departments of Industry·Trade·Prices & Consumer Protection



Research into buildings and other structures involves, as the cover suggests, many more aspects than just bricks. The relative qualities of various cavity wall fillings, the safe bedding-in of offshore production platforms and the best techniques for tunnelling through rock are just three of the projects recently undertaken by the Building Research Establishment and which are mentioned in a special article in this week's issue.

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Home News

EEC funds for UK assisted areas

Details of the way in which contributions from the EEC Regional Development Fund will be used to assist industrial projects in assisted areas were announced by the Department of Industry on 2 September.

Under the rules of the Fund the UK is entitled to just under 28 per cent of the Fund of 1,300 million units of account for the years 1975–77; this amounts to about £150 million. Only member Governments can apply for a contribution from the Fund towards the cost of certain industrial and infrastructure projects in the regions and these projects must already be assisted or financed from public funds. The level of public investment in regional development as a whole, which is settled year by year, will in future be determined taking account of funds received from the Community.

For industrial projects it would not be appropriate to pay both money received from the Fund and normal Government assistance to the promoters of projects accepted by the Fund, since the projects accepted do not necessarily need greater support than others; and in many cases the sum of the Fund contribution and national aids would mean that Community limits for regional aid were exceeded. Moreover, the CBI has recently put their view that discrimination in the levels of assistance afforded to comparable industrial projects in the regions should be avoided.

For these reasons the receipts from the Fund must go to Government rather than to the promoters of individual projects. But these receipts will enable the Government to go ahead with a greater total of regional investment than could have been managed otherwise. How much greater will in future be settled year by year when the Government has a clearer idea of the amount likely to be received from the Fund in the year in question.

Officials of the Department of Industry and others concerned will be in touch with the promoters of suitable industrial projects to seek their co-operation in submitting applications to the Fund.

Help for infrastructure projects

John Silkin, Minister for Planning and Local Government, has given representatives of local authorities in England the Government's views on the use of assistance from the EEC Regional Development Fund towards infrastructure projects. The Fund may help infrastructure projects in the assisted areas which are directly linked with the development of industrial or other activities.

Mr. Silkin, at a meeting with the representatives, said it was the Government's intention that local authorities and other public bodies undertaking infrastructure projects for which assistance from the Fund was granted should benefit directly from that assistance. In present circumstances, with the urgent need to restrict public expenditure, the Government would not feel able to authorise individual local authorities to undertake additional projects because of the availability of assistance from the Fund. But prospective receipts from the Fund would be taken fully into account in deciding the resources to be allocated to different programmes.

The Government's intention was that monies received from the Fund should be passed to the authority responsible for the project and used to reduce the cost to the authority and so the amount which had to be borrowed to finance it. Because of the need to contain public expenditure, the unused borrowing authority should not be utilised for any other scheme. Where a project receiving assistance from the Fund also qualified for a specific Exchequer grant, such a grant would still be paid, but it would be calculated on the basis of the net cost of the project to the authority.

Engineering firm occupies government factory in Sunderland

Donn Products (UK) Ltd. have recently occupied a 1373m² (14,782 sq.ft.) factory on the Pennywell Industrial Estate, Sunderland, Tyne and Wear, which is administered by the English Industrial Estates Corporation.

The company, which is a subsidiary of Donn Products GmbH of München-Gladbach, West Germany, manufactures light rolled steel sections which are used by the building industry, primarily for ceiling fixings.

Fifty new jobs are expected once full production is reached.

Government grants for more Consumer Advice Centres

As part of the attack on inflation, the Government is making finance available for establishing more Consumer Advice Centres throughout Great Britain.

The Department of Prices and Consumer Protection has sent a circular to local authorities inviting them to submit applications by 31 October 1975 for grants for setting up CACs. There are now over 60 centres throughout the country and plans are in hand for 80 to be open by the end of 1975. By the offer of additional finance totalling £1.4 million, it is intended that many more centres should be established next year. The grants for those projects that are accepted will cover the setting up costs of the centres and running expenses up to March 1977. Beyond that time local authorities will finance the new centres in the same way as existing consumer advice services.

'Shop front' CACs

The circular, which was prepared after discussion with local authority associations, particularly seeks applications for 'shop front' CACs in main shopping areas, but other schemes such as mobile units will be eligible if they can be shown to be more suitable for the area concerned. The grant per project is limited to £50,000, and the running cost of each new project to £30,000 per annum.

Selection criteria

If the cost of the total number of applications is more than the amount of money available, selection will be made on the following criteria:

1 the extent to which consumer advice is deficient in the area;
2 the cost effectiveness of the proposals; and
3 the need for consumer advice facilities to be reasonably distributed around the country.

The Government's intention to encourage the establishment of more CACs was announced in paragraph 32 of the White Paper *The Attack on Inflation* (Cmnd. 6151).

The grants available for the setting up of CACs are in addition to the grants available to local authorities for price comparison surveys announced in *Trade and Industry* 29 August, page 507.

Monopolies Commission's finding on Weidmann and Whiteley merger proposal

The Monopolies and Mergers Commission have found that the proposal by H. Weidmann AG of Rapperswil, Switzerland, to acquire and consolidate in a UK subsidiary company certain Swiss shareholdings in B. S. and W. Whiteley Ltd., amounting to 33.4 per cent of that company's equity, may not be expected to operate against the public interest.

Merger situation

Alan Williams, Minister of State for Prices and Consumer Protection, announced on 28 August that the Commission had found that the arrangements in progress or contemplated would, if carried into effect, create a merger situation falling within the scope of the Fair Trading Act 1973. The Commission had concluded also that these arrangements might lead to some adverse effect on the public interest in that the price of goods supplied by the two companies for use in the transformer industry (mainly electrical insulating press board and derived products) would be likely as a result to be higher than they would otherwise be, to the disadvantage of users of these goods in the United Kingdom. On balance, however, the Commission had concluded that any adverse effect on prices would be outweighed by likely advantages in the efficiency with which Whiteley's resources would be used, a higher level of production and employment in Wihteley's plant at Poole than would otherwise prevail, and a larger contribution by Whiteley's activities to the UK balance of payments than would otherwise be made. They therefore concluded that Weidmann's proposals may not be expected to operate against the public interest.

In view of the nature of the Commission's findings as to the likely effect on prices and in view of the very high share of the UK market enjoyed by the companies in the goods concerned (88 per cent in the case of electrical insulating press board and 85 per cent in the case of goods produced from such press board), and also of the fact that the Commission had been given various assurances by Weidmann as to their future intentions in relation to Whiteley, the Director-General of Fair Trading will keep the situation under review and will be prepared to make a further reference to the Commission, on monopoly grounds, should this at any stage seem necessary.

Notes

The proposal by H. Weidmann AG to acquire and consolidate in a UK subsidiary company certain Swiss shareholdings in B. S. and W. Whiteley Ltd. was referred to the Monopolies and Mergers Commission on 18 February 1975 under the 'monopoly' criterion of the Fair Trading Act 1973.

The Commission were required to make their report within five months. The Secretary of State received the report on 11 July.

The Secretary of State for Prices and Consumer Protection may not exercise the order-making powers provided by Section 73 of the Fair Trading Act where the Commission have concluded that the merger situation does not operate and may not be expected to operate against the public interest.

The Commission's report was published on 28 August. Copies of the report (Cmnd. 6208) are available, price 50p, from HM Stationery Office, 49 High Holborn, London WC1V 6HB and branches or by post from HMSO, PO Box 569, London SE1.

Indigo: application for price increase

The Department of Prices and Consumer Protection has received an application under paragraph 83(a) of the Price Code for a certificate which would permit an increase in the price of indigo in order to help to alleviate a reported shortage of supplies in the UK. Such an increase in price would exceed increases permitted under the provisions of the Price Code relating to allowable costs and investment relief. The effect would be to bring the home market price closer to the export price.

In authorising any departures from the provisions of the Price Code under paragraph 83(a) – as contained in the Schedule to the Counter Inflation (Price Code) (Amendment) Order 1975 (SI 1975 No. 864) – the Secretary of State for Prices and Consumer Protection has to certify in relation to the product or commodity concerned that:

1 there is a severe shortage of supplies in the domestic market or serious threat of such shortage; and
2 significant damage is being thereby caused or threatened to the interests of particular industries or consumers in the UK.

Any observations on this application should be sent to the Department of Prices and Consumer Protection, Room 538, 1 Victoria Street, London SW1, to arrive not later than Monday, 22 September.

Clearance of merger proposals

Shirley Williams, Secretary of State for Prices and Consumer Protection, has decided, on the information at present before her, not to refer the proposed merger of Stone-Platt Industries Ltd. and Ernest Scragg and Sons (Holdings) Ltd. to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973.

Bankruptcy records for England and Wales

Details of bankruptcies in England and Wales are maintained in a public search room at Room 901. Thomas More Building, Royal Courts of Justice, Strand, London WC2A 2JY.

Searches can be made personally or by an agent and a fee of 25p in respect of each bankruptcy inquiry is payable at the time.

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Industrial and commercial property

Certificates of fitness granted to 65 offshore installations

Certificates of fitness issued under the Offshore Installations (Construction and Survey) regulations (SI No. 289/1974) have been granted to 65 of the 74 installations operating or coming into operation on the United Kingdom Continental Shelf. The remaining nine have received short-term exemption from the requirement to have a certificate of fitness.

Of the 65 installations which have received certificates of fitness, 24 have received full certificates and 41 certificates with exemptions from specific requirements. These exemptions have been granted for three months only.

The certificates have been issued by one of the five statutory certifying authorities, appointed by the Secretary of State for Energy on 27 June 1974.

In issuing certificates of fitness, the certifying authorities have considered all documentation relating to the design and specification of an installation and its equipment, as well as the results of surveys and practical assessment of design criteria.

The installation owner must notify the certifying authorities immediately if an installation is damaged, shows any sign of deterioration likely to impair safety, strength, stability or, in the case of a mobile installation, seaworthiness, and if significant alterations or repairs are made during the certificate's validity. The certifying authorities may then undertake further surveys, if need be.

A copy of the current certificate must be posted on board the installation.

The Offshore Installations (Construction and Survey) regulations came into force on 1 May 1974 and take into account those installations which were built before the regulations were made. Some installations do not exactly comply with all the provisions of the regulations and, in these cases, exemption from some of the provisions of the regulations have been granted. This has only been done in cases where the Department of Energy and the certifying authorities are satisfied that alternative safety arrangements have been made.

Fixed installations

Of the 65 installations which have received certificates of fitness, 32 are fixed installations. Eleven of these have received full certificates, the remaining 21 have received certificates endorsed with exemptions. These 21 are gas installations and the exemptions have been granted only in respect of some parts of the installations made from material which is not incombustible. A condition of the exemptions requires that a full survey of existing fire-fighting equipment must be undertaken before 30 November 1975. Depending on the results of the survey, an installation owner may be required to make modifications to the installation and to fire-fighting equipment to satisfy both the certifying authorities and the Department of Energy that the installation more fully complies with the requirements of certification.

Certificates of fitness endorsed with exemptions have been issued to fixed installations for a period of between 12–14 months. Full certificates issued to fixed installations are valid for 14 months to five years.

The certificates of 12 of the gas installations have a limitation requiring that all personnel should be evacuated when specified sea conditions are expected. These installations can be remotely controlled for a limited period and gas production should not be affected.

Mobile installations

Of 33 mobile installations, 13 have received full certificates and 20 have received certificates endorsed with exemptions. These exemptions apply only to some items of equipment for which no recognised standards or specifications of manufacture exists or is available. The certifying authorities have recommended the issue of exemptions only in cases where they are satisfied that the equipment exempted is fit for its intended purpose.

The certificates of fitness for mobile installations have been issued for periods of up to five years, so that their renewal dates coincide with the date on which their next full survey for ship classification falls.

Exempted installations

Nine installations have been exempted from the requirement to have a certificate of fitness. Eight – seven fixed and one mobile – have been exempted for periods from one to three months only, either because they are newly installed and not yet operational or, in the case of four gas platforms, to enable some aspects of survey work to be completed. The remaining installation, a mobile drilling unit, has been exempted until it is withdrawn from operation on the United Kingdom Continental Shelf. This will be within the next two months, and the exemption was granted only after the Department of Energy was satisfied that the unit was fit to continue operating.

In some cases, both where a full certificate of fitness or a certificate endorsed with an exemption has been granted, the certifying authorities have also required the installation owner to undertake further work and to submit further documentation for scrutiny within the next six to 12 months.

Notes

The five statutory certifying authorities – all internationally known classification societies – are:

Lloyd's Register of Shipping;
American Bureau of Shipping;
Bureau Veritas;
Germanischer Lloyd; and
Det Norske Veritas.

Because of the rapid developments taking place in offshore technology, regulations lay down only in broad terms the requirements to be met. Greater detail of the minimum technical standards to be complied with appear in the Department of Energy's 'Guidance on the design and construction of offshore installations', published by HMSO and available, price £4, from any Government bookshop.

Each of the four foreign societies appointed has acted as a certifying authority through its own British committee, members of which are available in the United Kingdom to deal with the certifying work and duties of the authority.

National certificate for trainee divers

For the first time in Britain, trainee divers are to be issued with a nationally recognised certificate for their skills. The Training Services Agency announced the introduction of a national system of certification for trainee divers on 26 August.

The TSA – an executive arm of the Manpower Services Commission – has prepared the certification scheme in consultation with the diving industry and other interested organisations. It is to be based on national standards of training devised by the TSA.

The first diving training standard – covering training in basic air diving and underwater working has been drawn up in consultation with diving interests and a training standard for mixed gas diving is to be produced.

Under this voluntary system of certification, the TSA will approve and monitor courses run by diving schools and training centres which undertake to adhere to the appropriate national training standard – for basic oil or mixed gas diving. Certificates gained by trainees who satisfactorily complete such courses will be countersigned by the TSA.

Employers who wish to send their divers for 'off the job' training in basic air diving and underwater working may be eligible for training grants – provided training is undertaken on a course approved under the certification scheme.

A number of private diving schools, and the recently opened Underwater Training Centre at Loch Linnhe, have expressed interest in obtaining TSA approval for their basic courses under the scheme. When these courses have been approved, the way will then be open for the TSA to offer financial support under the Training Opportunities Scheme, known as TOPS for short, to suitably qualified applicants wishing to take basic diving courses at approved centres.

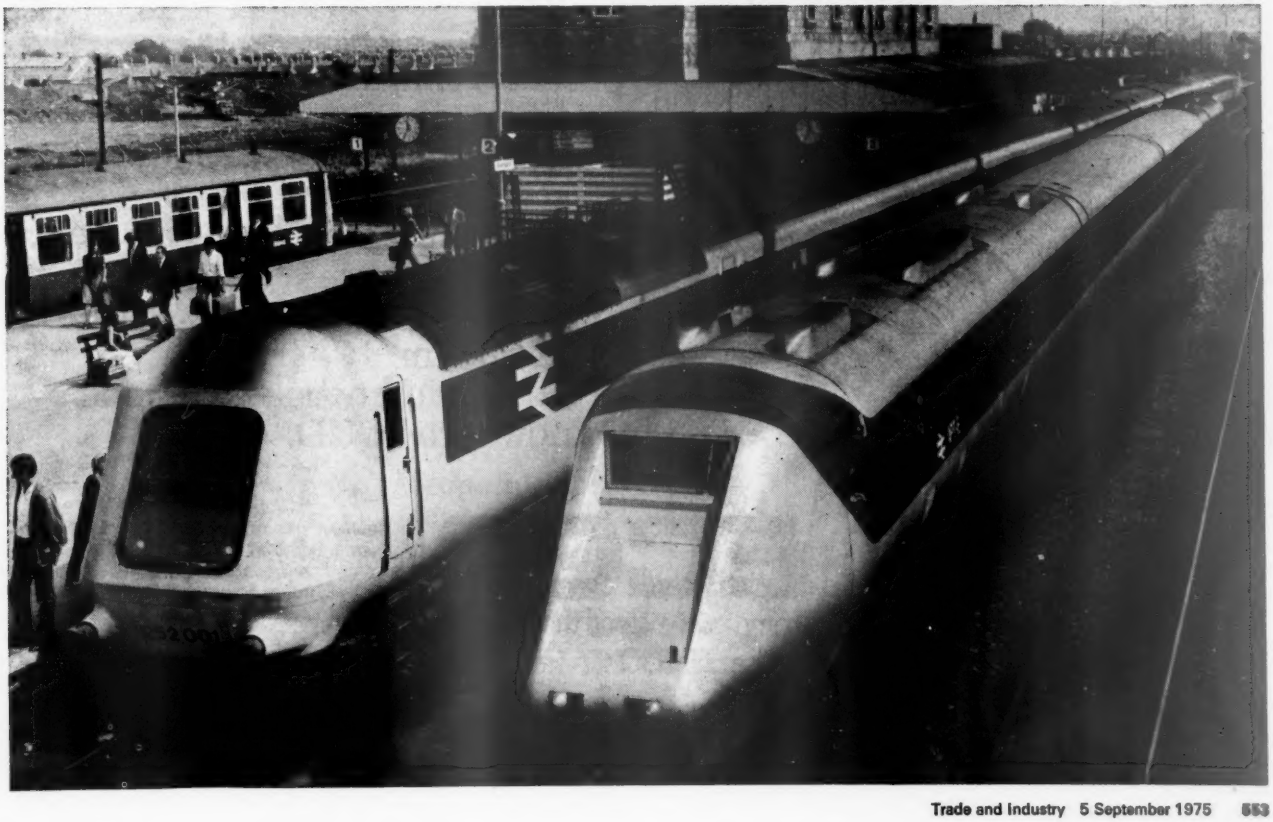
The TSA has prepared a guide for diving schools and employers on the national system of certification; this is available on request, in writing, from Mr. J. Wiltshire, Deputy Director of Training, Training Services Agency, 162 Regent Street, London W1R 6DE.

Photonews: air, sea and rail

Left: The first Super Trident Three aircraft takes to the air from the Hawker Siddeley factory at Hatfield. This latest version of the Trident has a 25 per cent increased payload range – now 3,380 km. The aircraft pictured is the first of two for the Civil Aviation Administration of China which, with the 33 Trident Two already on order, brings the total Trident sales to China to £120 million.

Right: Assembly of the mould for the new class of mine counter-measure vessels for the Royal Navy. It is believed they will be the world's largest ships built of glass reinforced plastic. The vessels will be built by Vosper Thornycroft at Southampton.

Bottom: British Rail's record-breaking duo. On the left, the High Speed Train which holds the world record for diesel traction of 143 mph and now on regular service between London and the west of England. On the right, the Advanced Passenger Train – the fastest train, at 152 mph, to run in Britain.



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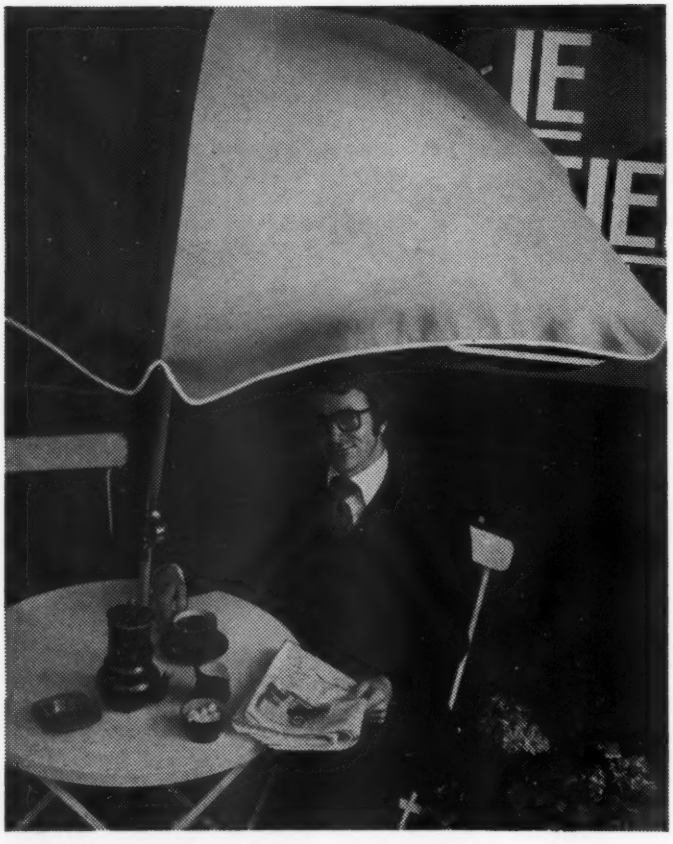

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Industrial energy 'Save It' leaflet published

Practical advice on reducing energy consumption in companies is given in a booklet published by the Department of Energy. The booklet, *Energy Saving In Industry*, is the second of a series being produced as part of the Government's 'Save It' campaign.

It gives advice on how to organise management resources to achieve efficient use of energy and on monitoring energy savings, and provides checklists of action for works managers, office managers, transport managers and management and employees.

The booklet urges all boards of directors to appoint as energy managers someone with sufficient standing to have specific responsibility for the careful use of energy throughout the company; co-ordinate the work of each production function or plant operation; and be responsible for stimulating possible energy saving investment.

The booklet lists 18 check points for the works manager and 10 for the office manager.

For the works manager, it points out that:

eliminating a steam leakage through a $\frac{1}{8}$-in. diameter hole can save up to £700 a year at 175 lb/in.^{2};

5 per cent of power consumption can be saved by bringing the maximum pressure of an air compressor down from 100 to 90 lb/in.^{2};

increasing the insulation thickness from 1 in. to 3 in. on a factory roof area of 10,000 sq. ft. could save up to 30 per cent on fuel consumption;

a change from 750-watt tungsten filament lamps to 500-watt mercury tungsten means the same lighting for about one-third less electricity.

For the office manager, it points out that:

fitting thermostats to get the best from heating equipment can save 50 per cent of energy;

lowering the temperature setting of hot water in cloakrooms from 150 deg. F to 120 deg. F (65.4 deg. C to 48.8 deg. C) can save 30 per cent on water-heating costs;

up to 20 per cent can be saved on electricity for airconditioning by relaxing airconditioning comfort and improving maintenance.

The booklet suggests that companies can help their employees to take energy saving seriously by telling them how the company uses energy; having a 'Save It' suggestion scheme; displaying 'Save It' posters; and by encouraging joint discussion and consultation on energy saving.

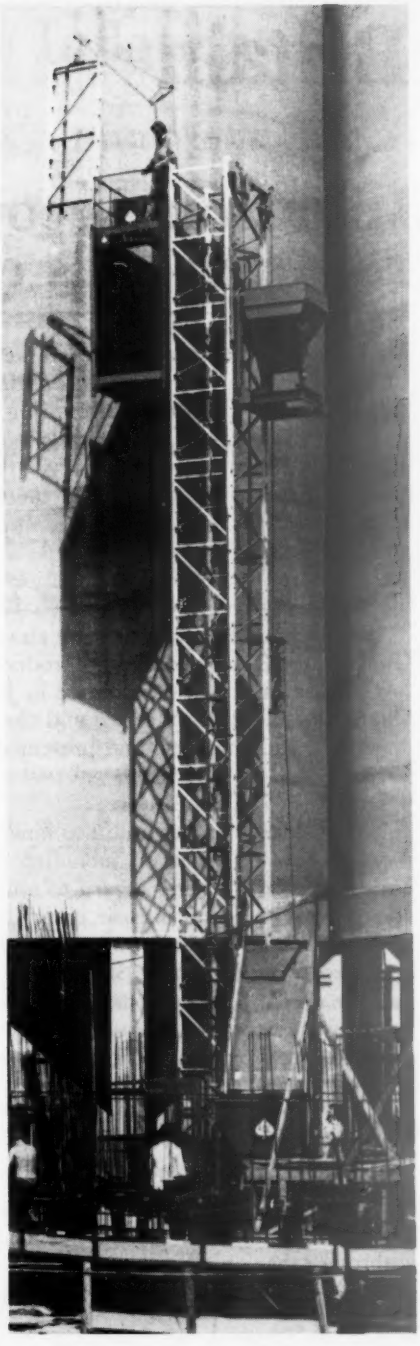
A list of organisations ready to advise on energy saving in industry is included. Copies of the booklet are available from: Room 1678, Information Division, Department of Energy, Thames House South, Millbank, London SW1P 4QJ (tel. 01-211 6187).

Industry uses 41 per cent of the energy consumed in the United Kingdom.

A breakthrough in miniaturisation by research engineers at Muirhead/Vactric Components, Morden, Surrey, has led to the production of this very small hybrid stepping motor. The motor's first use will be in a computer printer but its biggest appeal is expected to be in the aircraft industry where it will be ideal for fuel control systems in gas turbine aero-engines. The motor – 58 mm long by 32 mm diameter and weighing only 240 grammes – is half the diameter of a comparable hybrid. It was designed and developed in answer to a request from an overseas customer.

BTA and ETB appointments

Peter Shore, Secretary of State for Trade, has appointed Sir Alexander Glen to be chairman of the British Tourist Authority for a further period of one year from 25 August 1975, and Sir Mark Henig to be chairman of the English Tourist Board for a further period of three years from 1 September 1975. Sir Alexander Glen has expressed a wish not to serve for a further full term.



The Skyrak, a new passenger, materials and concrete hoist that has successfully completed a rigorous field trial during the construction of two 40 metre high, 9 metre diameter silos in southern England. The hoist – which replaced a costly tower crane – has a one-tonne or 12-man capacity cage on one side of the tower to lift men, reinforcement and other materials to the top platform. On the other side a rope-operated 76 cubic metre skip carries the concrete. A simple tripping device at the top landing automatically discharges the load into a wet hopper. The tower, made up from 2.5 metre long identical panels, is simple to operate, easy to erect and transport and has proved extremely reliable. Currently two models are available – a one tonne or 12 man capacity and a 1½ tonne or 20 man capacity. The Skyrak is produced by Ace Machinery Ltd., Charlton, London SE7.

Britain

Inflation Accounting Committee recommends changes in accounting practice

Companies should adopt a new system of accounting to be known as Current Cost Accounting (CCA), says the Report of the Inflation Accounting Committee which was published on 4 September.

The CCA system would replace the existing conventions of historic cost accounting, the usefulness of which, says the Report, is sharply reduced during a period of high inflation.

This is the main recommendation of the Committee, under the chairmanship of Francis Sandilands.

The Committee's proposals are also described in a short Guide to the Report which is reproduced on page 557.

The Committee was appointed in January 1974 by the Chancellor of the Exchequer and the Secretary of State for Trade and Industry, and presented its report in June 1975.

Its terms of reference were:

To consider whether, and if so how, company accounts should allow for changes (including relative changes) in costs and prices, having regard to established accounting conventions based on historic costs, the proposal for current general purchasing power accounting put forward by the Accounting Standards Steering Committee, and other possible accounting methods of allowing for price changes, and to make recommendations. In considering the question the following matters, inter alia, should be taken into account:

1 the effects upon investment and other management decisions, and upon the efficiency of companies generally

2 the effect on the efficient allocation of resources through the capital market

3 the need to restrain inflation in the United Kingdom

4 the requirements of investors, creditors, employees, Government and the public for information

5 any implications for the taxation of the profits and capital gains of companies, the assumption being that the share of the total direct tax burden borne by the company sector remains unchanged

6 the repercussions on the accounts of other corporate bodies

7 procedures in other countries particularly EEC.

'The Department of Trade issued the following statement on 4 September:

'The Report of the Sandilands Committee on Inflation Accounting is published today. It contains a comprehensive survey of possible methods of taking account of inflation in company accounts, recommends a system of current cost accounting and examines some of its implications.

'The Government is conscious of the need for an early indication of its views on the Report. It is studying the committee's findings and, after taking account of the views of the appropriate representative bodies, hopes to make a statement early in the next session of Parliament on the main recommendations for a form of current cost accounting for published company accounts.'

The chairman of the Committee was Mr. F. E. P. Sandilands and Mr. P. Shelbourne was the deputy chairman. The other members of the Committee were: Lord Caldecote, Mr. D. R. Chilvers, Lord Feather, Mr. M. A. Inwards, Sir Emmanuel Kaye, Mr. A. J. W. S. Leonard, Mrs. C. M. Miles, Mr. M. P. Nolan, QC, Professor W. Reid and Professor R. Turvey.

The Accounting Standards Steering Committee issued Exposure Draft 8 (ED8) in January 1973, proposing the adoption of Current Purchasing Power (CPP) method of accounting for inflation. After a period of public comment and discussion, ED8 was succeeded by Provisional Statement of Standard Accounting Practice No. 7 (SSAP7) issued by the professional accounting bodies in May 1974. Its principal feature is a recommendation that listed companies should present to their shareholders a supplementary statement 'in terms of the value of the pound at the end of the period to which the accounts relate', in addition to their basic accounts drawn up in the conventional way. It was intended that in due course all companies should follow this practice.

The Committee received nearly 300 written submissions, and held 23 meetings at which oral evidence was taken. Working parties visited the USA and Holland.

The Report of the Inflation Accounting Committee, Cmnd. 6225, is available from HMSO, price £4.50 net. A Brief Guide to the Report is also available from HMSO, price 30p net.

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A brief guide to the Report of the Inflation Accounting Committee

The Inflation Accounting Committee has circulated the following brief guide to its report. In a foreword to the guide, Mr. F. E. P. Sandilands, chairman of the Committee writes:

'I have prepared this booklet at the request of HM Government as a guide to the Report of the Inflation Accounting Committee* which sat under my chairmanship between January 1974 and June 1975. I hope that as many people as possible will read the Report itself, but for those who cannot spare the time this booklet contains the principal arguments of the Report leading up to the recommendation that companies should in future draw up their accounts in accordance with a system to be known as Current Cost Accounting. The Report itself discusses in more detail the basis of this system, and contains a large number of detailed recommendations, together with examples of how the system works. It also discusses the implications of the introduction of Current Cost Accounting, particularly in the field of taxation and price controls, which are not dealt with in this booklet. Those who are interested in these aspects will find them dealt with at Chapters 15 and 16 of the Report.

'I believe that Current Cost Accounting will remedy the deficiencies of the conventional system of historic cost accounting during a time of inflation, and will considerably improve the usefulness of company accounts during these difficult times.'

F. E. P. SANDILANDS

The need for inflation accounting

When costs and prices are increasing as rapidly as they have done in recent years, companies must ensure that their accounts show the effect of such increases on their financial position and their results, for the benefit of anyone using the accounts. Companies themselves also need to be aware of the effects of such increases on their position in order that management may take appropriate action. However, the realisation has grown in recent years that conventional accounting practices do not lead to the effects of such increases in costs and prices being shown in a satisfactory way in companies' accounts. The apparent picture of a company's performance given by existing accounting conventions is often misleading and the ability to compare the performance of different companies in a useful way, which is important for the investor and the investment analyst and therefore for the allocation of national resources, is significantly impaired. There is widespread agreement that something needs to be done, but up to now there has not been universal agreement on how existing accounting practices should be modified.

The measurement of inflation

In a practical, everyday sense, inflation means a persistent rise in the prices of goods and services, or conversely a persistent fall in the purchasing power of money. Neither inflation nor the purchasing power of money can be measured in the abstract, but only in relation to the changes in prices of specific items of goods and services on which money is spent. Inflation is not a phenomenon capable of independent measurement affecting all individuals, companies and other entities in the same way. The rate of inflation will vary for different individuals, companies and other entities according to the selection of goods and services which they buy. A company's accounts should show the effect of inflation on that particular company's operations.

The gains of companies

A company's gains (or losses) may conveniently be classified into three major categories:

Holding gains. A holding gain (or loss) is the difference between the value to a company of an asset at any point of time and the original cost incurred by the company in purchasing that asset. Such gains may be either realised or unrealised.

Operating gains. An operating gain (or loss) is the difference between the amounts realised for a company's output (its earnings from goods or services provided) and the 'value to the business' of the inputs used by the company in generating those amounts (see 'Detailed recommendations' below). The Committee believes that a company's profit should be equated with its operating gains.

Extraordinary gains. An extraordinary gain (or loss) is the difference between the amounts realised for items which do not form part of a company's normal output and their value to the company at the time of disposal. The distinction between operating and extraordinary gains may sometimes be a matter of judgment.

Accounts conventionally measure a company's affairs in terms of monetary units (pounds in the UK). During a period of inflation the 'value' of assets, measured in terms of monetary units (pounds), rises and as a result most companies experience an increase in their holding gains. When the rate of inflation is high, the holding gains made by companies during the life of a typical asset may be very high, and are an important part of a company's overall affairs. However, holding gains are different in character from operating gains and, while information on both types of gain is useful, they should be shown separately in accounts in order to give an overall true and fair view of a company's position.

Conventional accounting practice – Historic Cost Accounting

The basis of conventional accounting practice is historic cost accounting. The main features of this basis of accounting are that assets and liabilities are shown in the balance sheet at cost (less depreciation where appropriate) and the profit and loss account shows as profit the amounts realised from a company's output less the costs incurred in generating those amounts. This objective discipline of accounting in terms of cost has proved of great value in the past, and still retains its usefulness in all circumstances where it is desired to measure a company's performance in terms of costs incurred, and when prices are stable. However, during a period of high inflation

* Command 6225, Her Majesty's Stationery Office. £4.25 net. A brief guide to the report is also available from HMSO price 30p net.

the usefulness of historic cost accounts for many purposes is reduced for two main reasons.

First, historic cost accounts in their pure form do not recognise unrealised holding gains. Because assets are shown in the accounts at cost (less depreciation where appropriate) the unrealised holding gains arising from the increase in monetary value of assets due to inflation are not shown in the accounts. This is a serious deficiency which withholds useful information from shareholders, employees, management and other users of accounts on a type of gain which is increasingly important to companies during a time of inflation. A large number of companies have already recognised this and are following the practice of showing assets (particularly property assets) at a 'valuation' in their accounts. Up to now, however, there has been no consistency of treatment of such valuations with the result that it has become increasingly difficult to compare the accounts of different companies in a useful and meaningful way.

Secondly, the conventions of historic cost accounting generally result in realised holding gains being included together with operating gains as 'profit for the year'. When holding gains are large because of inflation, this feature of historic cost accounts reduces their usefulness and they fail to give information required by users of accounts. The problem arises under the two headings of depreciation and stock appreciation.

1 *Depreciation.* Under historic cost accounting depreciation is calculated with the aim of spreading the cost of an asset over its useful life. This is not affected by inflation, since the amount paid by a company for an asset cannot be affected by inflation subsequent to the purchase. However, if owing to inflation the monetary value of the asset increases subsequent to its purchase, a conventional historic cost depreciation provision will not fully reflect the value of the asset consumed during the accounting year.

2 *Stock Appreciation.* During a period of high inflation, the monetary value of stocks held may increase significantly while they are being processed. The conventions of historic cost accounting lead to the realised part of this holding gain (known as 'stock appreciation') being included in profit for the year. It is estimated that in 1974 nearly half the declared profits of companies were due to stock appreciation. Where a company needs to maintain its stocks at a fairly constant level, any holding gain realised on stock is unlikely to be available for distribution and is potentially misleading to users of accounts to class such a gain as profit for the year.

The Current Purchasing Power Method

The professional accounting bodies of the United Kingdom and Ireland have recommended that a supplementary statement should be attached to the basic accounts of companies showing the figures in the basic accounts converted into figures of current purchasing power (CPP) at the date of account, using the movement of the Retail Price Index (RPI) as an indicator of changes in the purchasing power of money*. This recommendation has performed a valuable service in the short-term in making companies more aware than previously that inflation can have significant effects or their results. In the long-term, the CPP method does not remedy the deficiencies of historic cost accounting and the Committee does not consider that it provides the best long-term solution to the problem of accounting for inflation. The use of the RPI, which is a wide-ranging index of prices of goods and services purchased by domestic consumers, will in many cases give a misleading indication of the effects of inflation on individual companies, which should be the main function of inflation accounting.

The CPP method also introduces a new set of problems by expressing company accounts in a new unit of measurement – units of current purchasing power – instead of in monetary units (pounds). The unit of current purchasing power is likely to be conceptually difficult for most users of accounts to understand. Moveover, the proposal that CPP statements should be supplementary to the basic accounts is likely to weaken their impact.

Current Cost Accounting

The Committee recommends that an accounting system to be known as Current Cost Accounting should in future become the basis of companies' published accounts. The principal features of this system are:

1 The accounts will continue as at present to be drawn up in terms of monetary units (pounds).
2 The accounts should show the 'value to the business' of the company's assets at the balance sheet date.
3 Profit for the year should consist of the company's operating gains, and should exclude all holding gains. Extraordinary gains may be shown as profit but should be distinguished from operating gains.
4 Accounts drawn up in this way should become the basic published accounts of companies. In addition the net book value of assets and depreciation for the year on a historic cost basis should be shown in notes to the accounts.

* Provisional Statement of Standard Accounting Practice No. 7 (SSAP7) issued May 1974.

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The Committee does not recommend that CPP statements should be attached to Current Cost Accounts. Little useful additional information would be presented to a user of accounts by such a procedure and the effect would be to confuse him and to make the annual statements too complex.

Detailed recommendations

The Balance Sheet. The 'value to the business' of any asset owned by a company is the loss the company would suffer if it were deprived of the asset. In the great majority of cases this is equal to the amount it would cost the company to replace the asset in its existing condition. It will therefore normally be appropriate to value assets in the balance sheet by reference to their current replacement cost (allowing for depreciation where appropriate), taking any holding gains arising to a fixed asset revaluation reserve. Property assets should be independently valued at regular intervals. In order to assist in the task of valuing other fixed assets, the Government Statistical Service would make available a series of price indices for capital expenditure on plant and machinery specific to particular industries. Companies should use these indices unless they have reason to believe that a more precise valuation can be achieved by other means.

In certain circumstances the 'value to the business' of an asset will be equivalent to its net realisable value or its 'economic value' (defined in the Report as the discounted net present value of all future earnings expected to arise from possession of the asset).

The Profit and Loss Account. The figure for depreciation in the profit and loss account should be a proportion of the figure of the 'value to the business' of assets shown in the balance sheet, rather than a proportion of their cost.

'Stock appreciation' should be removed from the profit and loss account and taken to a reserve. This will be done by making a 'cost of sales adjustment' in the profit and loss account, designed to ensure that the profit and loss account is debited with the 'value to the business' of stock at the time it is consumed, not with its historic cost. In the majority of cases a sufficiently precise adjustment may be calculated by charging the quality of stock consumed at the average purchase price of stock during the year. In order to assist this calculation, the Government Statistical Service would make available a series of price indices for stocks purchased by specific industries.

Summary statement of total gains for the year

Companies should include in their accounts a summary statement of total gains for the year, showing separately their operating gains (current cost profit), extraordinary gains and holding gains (including stock appreciation).

Funds statement

Companies should include with their annual accounts a statement showing the sources and uses of funds in the year of account. It is not practical to require that companies should publish forecasts of future cash flows with their accounts. However, directors should include in their annual reports a statement on the adequacy of the cash resources likely to become available to meet the company's requirements in the ensuing year.

Principal advantages of Current Cost Accounting

The principle of showing assets and liabilities at their 'value to the business' will enable the comparative returns on capital employed of different companies to be assessed in a more useful way during a time of inflation than is possible with existing accounting conventions.

The clear separation in the accounts of holding, operating and extraordinary gains will lead to a clear distinction being made between gains which are due to a company's productive efforts and gains due to luck or skill in the timing of purchase of assets during a period of inflation. Such a form of accounting presentation will enable the performance of companies to be assessed and compared in a more useful way than existing forms of accounting presentation which do not make such distinctions. It is also particularly important for internal management purposes during a period of inflation to have information clearly distinguishing operating and holding gains.

The principles of Current Cost Accounting are developments of accounting techniques already in use by a number of companies. For example, the 'revaluation' of property assets in company accounts is already widespread, and the principle underlying the 'cost of sales adjustment' forms the basis of the 'base stock' method of accounting for stock. Current Cost Accounting is an evolutionary rather than a revolutionary system of accounting.

'Monetary Items'

Much of the discussion on inflation accounting has involved the treatment of the 'gain' arising from borrowing during a period of inflation, and the 'loss' arising from holding cash or near cash (such as debtors). Such 'gains' or 'losses' arise in terms of 'purchasing power', and are thus a central feature of the current purchasing power method. It is misleading to regard them as 'gains' or 'losses' in terms of monetary units (pounds). Under Current Cost Accounting such 'gains' or 'losses' are not included in profit. However, the effect on the shareholders' interest (whether beneficial or adverse) arising from a company finacing its activities in part by borrowing during a period of inflation will show through in a Current Cost balance sheet. The reason for this is that any holding gains which arise on assets financed by borrowing will be credited to the shareholders' interest while the company's liabilities will remain unchanged.

Implementation of Current Cost Accounting

The Committee recommends that a Steering Group should be set up to supervise the introduction of Current Cost Accounting. If it proves feasible after the detailed programme has been worked out, the following categories of company would be required to draw up their published accounts in accordance with the principles of Current Cost Accounting for accounting periods beginning after 24 December 1977:

1 Companies listed by a recognised stock exchange.
2 Companies not within category (1) which disclose in their published accounts for the previous period either
a a turnover in excess of £10 million, or
b total assets in excess of £10 million.
3 Nationalised industries.

Other companies would in subsequent years progressively be required to draw up their published accounts in accordance with the principles of Current Cost Accounting.

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757 ext. 368 or Telex No. 886143).

Technology

Research at all levels – some projects under way at the Building Research Establishment

by Jennifer Clarke

Several promising preservative treatments have been tried at Tintern Abbey. In this sandstone pier, suffering from contour scaling, each of the three larger columns was treated with a different preservative, and the two smaller ones were left untreated for comparison.

With so much money being spent in the North Sea, there is always the danger of a sort of Titanic attitude in which the size and the expense is assumed to guarantee safety. But civil engineers are putting down structures as high as the Post Office tower, in conditions very much tougher than any to which a land installation would be subjected.

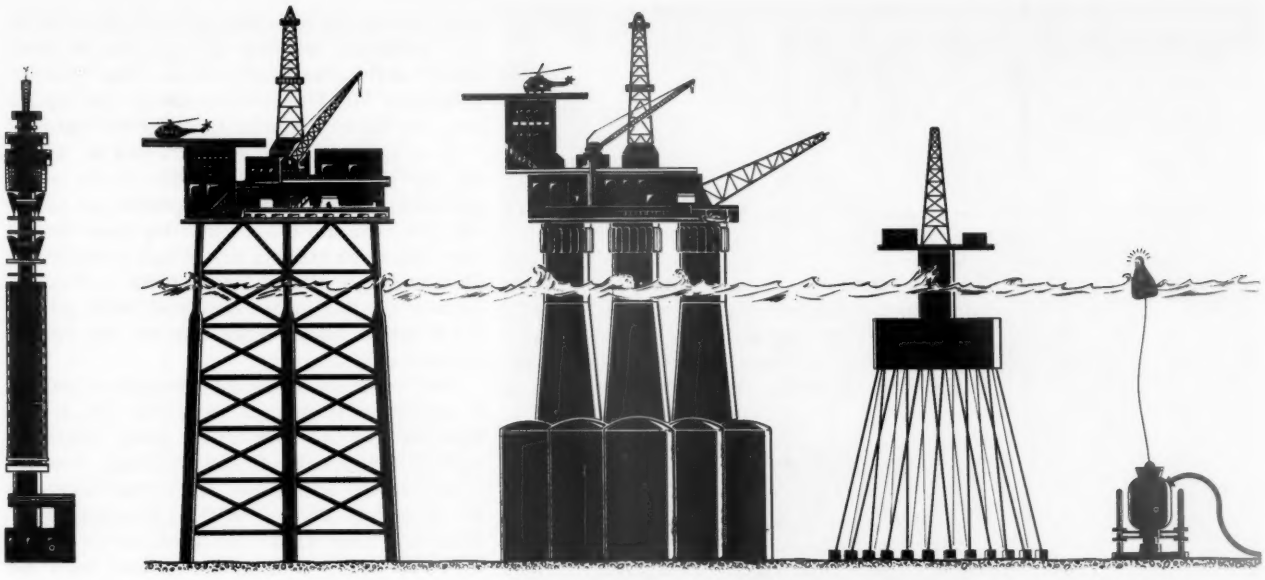
Before building on land, there is a detailed site exploration, continuous sample taking and evaluation of soil properties. The soil is then opened up and the engineer goes down to investigate.

By contrast, in the North Sea, there is a less reliable site investigation and the ground is far less thoroughly explored. The possibility of high waves (some 30m high) and the certainty of bad weather for many months of the year make the setting up of platforms a difficult task. To add to the difficulties of construction, there is limited knowledge of the seabed's ability to support structures of this type.

For these reasons the Building Research Establishment is carrying out a programme of research and development on the design, construction and performance of the foundations of off-shore installations. Dr. Burland, Head of Geotechnics at BRE, has designed a programme under four main headings: site investigation and the testing of structures in position; soil properties; instrumentation and monitoring the behaviour of full-scale structures; and analysis and design.

Up till now, designers of oil platforms have had to rely on assumptions, to a much larger extent than would be considered acceptable when building on dry land. Site investigation has been largely confined to testing samples in the laboratory and one of the objects of the research programme is to test the validity of this approach. Already, variations in the samples have indicated major differences between predictions and actual behaviour. Even in favourable land conditions, the results obtained by taking samples have not been good. In the North Sea it is, of course, much more difficult. Part of the programme is therefore devoted to developing methods of testing on the site itself.

There are also new developments in the design of oil platforms to be considered. The traditional type of platform which has been used in the comparatively shallow waters of the Gulf of Mexico and the Persian Gulf is called a jacket structure. This rests on piles driven into the seabed, sometimes as deep as 90m. Delays are almost inevitable since construction is dependent on the weather – pile driving can only take place when conditions are right and it has been estimated that every minute costs £1 million. The so-called gravity structure



Existing and proposed types of offshore oil production platform set against the Post Office Tower to give an indication of approximate scale. From left to right: PO Tower, traditional jacket structure, a gravity structure, futuristic tension leg design and subsea well.

could save money. This is made from a cluster of concrete cylinders which simply stand on the seabed, removing the need for pile-driving. Their wide base is ballasted to resist the powerful overturning forces of wind and waves, though how they would behave on a seabed which is uneven or unstable remains to be seen.

The whole concept of a solid structure which reaches from the seabed right to the surface of the water could be unnecessary. A more futuristic design involves a floating platform linked to the seabed by a series of tensioned steel cables, though much research will be needed to develop the right type of anchors.

Some scientists feel that production platforms are not sufficiently equipped with instruments. Meanwhile the oil companies themselves are more concerned with getting the oil out and are disinclined to allow measuring instruments on their rigs. Nevertheless there will be statutory requirements soon, to ensure that a minimum of such instruments is carried – probably relating to wave heights and wind speeds and the loading on the structure. Some effort is therefore being made to evaluate the instruments suited to this type of work.

It has been calculated that preventing heat loss from buildings, particularly houses, would result in an enormous saving of energy. From the private householder's point of view various systems are advertised as a way of reducing fuel bills. Study in progress at the Building Research Establishment sets out to establish the accuracy of these claims.

With the majority of dwellings, increasing the thermal insulation of the walls has the most beneficial effect, and one of the most convenient methods, where it is possible, is 'cavity fill', introducing a suitable lagging material between the inside and the outside walls. The advantages and disadvantages of various types of system is being compared, concentrating on those that are relatively cheap and widely available, such as urea-formaldehyde foam.

It is easy to forget, in the first flush of enthusiasm for thermal insulation, that the original cavity was put there for a purpose. As a water barrier it was designed to reduce rain penetration. The major disadvantage, therefore, of filling the gap is that, in certain conditions, it can allow water to seep through. Judging by the complaints, in these cases, it is the fact that it dampens the decorations that causes most dissatisfaction. The reasons why this happens are fairly complex.

As the foam dries, it forms cracks and fissures, in a process that can only be described as random. Inevitably some of these act as tracks and carry rainwater across if the outer leaf becomes saturated. 'Very regrettably,' says Mr. D. B. Honeyborne, who is in charge of the section dealing with durability studies, 'there is a belief that problems arise only from cowboy operators – bad installers of foam. Our evidence does not support this.'

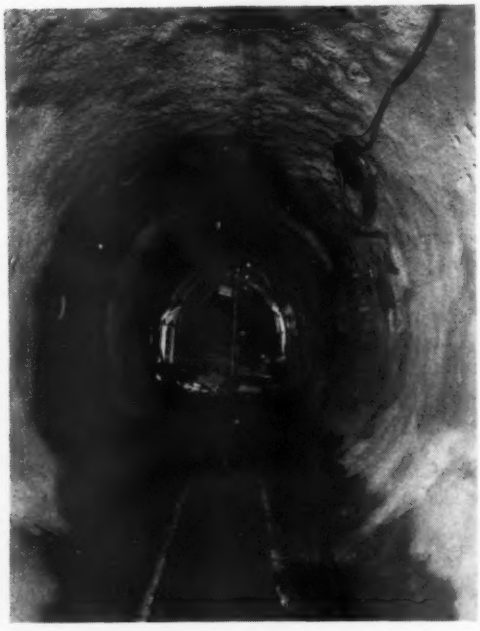
A similar sceptical view is taken of claims by manufacturers that there is a lower risk of rain penetration with foams that do not fissure so

Testing to destruction in the investigation of high alumina cement. With the help of local authorities all over Britain, about 230 beams from buildings thought to be at risk were sent to Garston for examination. A simple method has now been devised for measuring on site the strength of concrete made with high alumina cement.

much. Curiously enough, having the foam inserted during construction does not lessen the chances of penetration, rather the reverse. A survey of 38,000 houses, 32,000 of which were foam filled, revealed that about 5 per cent of those filled during construction had penetration problems, whereas 0.3 per cent of those filled well after construction had similar problems. Mr. Honeyborne admits that up till now, the full explanation has not been found.

Even so, by observing failures and by following up ideas suggested by the survey, some guidance can be given so that people can choose safe places to fill. Good rendering is an advantage, since this reduces risk of rain penetration. Dense brick or dense stone are more of a hazard, because the mortar gets saturated, while porous brick, which allows more time for the rain to evaporate, is safer.

Gable ends are obviously vulnerable, the more so because of tendencies, in new designs, not to have the roof overhanging the gable. Considering all the aspects of house-building, few designers would admit that one of the factors to be taken into account is the prevailing wind. Time and time again, however, on an estate, the only houses with problems have been the ones with gable ends facing a south-westerly direction.



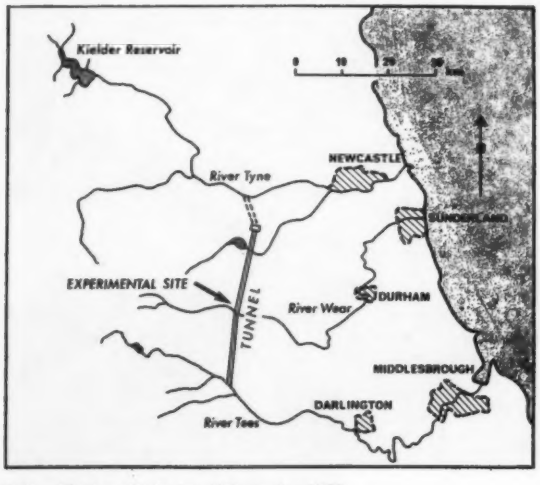
The map below, left, shows the projected path of the tunnel which will bring water from the River Tyne to Teesside, while the diagram alongside is of the experimental tunnel system at Rogerley Quarry in Weardale. The picture above is of a section of the experimental tunnel, showing, in the foreground, a complete ring of sprayed concrete 10cm thick. The unsupported section can be seen in the background, where tons of rock have fallen down on to the protective screen.

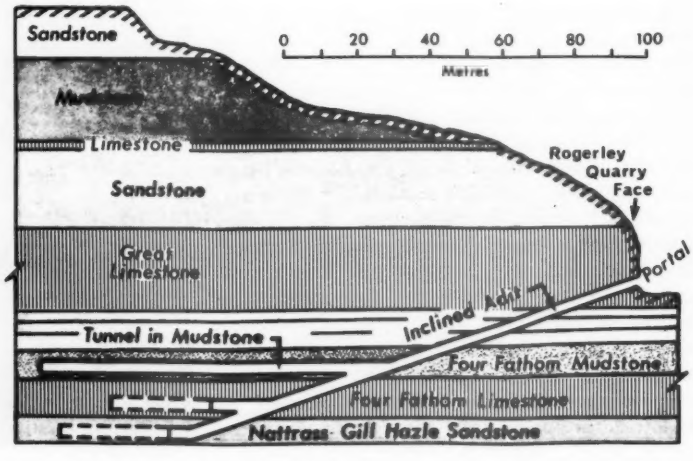
Alternative materials

Looking at alternative materials on the market, granulated polyurethane, a waste product, is sometimes used. Application is limited, in this case, by the fact that there is not much of it. Rock wool can be blown into the cavity by injection process, but it is more expensive to transport because, unlike foam, it has to be carried in huge bulk. Under what engineers refer to as 'crude' tests, the rock wool resists penetration. Again, not a lot of it has been used.

Polystyrene beads have also been suggested, introduced by air blast into the cavity. Although the beads do not transmit much water, there are problems of safety. They bounce between floor spaces and light fittings – one air blast and there is polystyrene everywhere and alongside an electric wire they could fairly quickly melt and inflame.

Glass wool batts (glass fibre) can only be inserted during construction. This can lead to increased expense if bricklayers are delayed while it is being installed. There is also the cost





of bulk transport, but resistance to rain is good, as water goes downward. Solid polystyrene sheet has now been discounted as a serious competitor. It cannot fill the cavity completely and could lean over, allowing water across.

One way of trying to prevent rain penetration is by coating the outside wall. Colourless water repellants (usually silicone) are being investigated and have pointed to another unexpected result. Contrary to the usual instructions, there are indications that the coating is more effective when applied to a slightly damp surface, not on a dry wall as most manufacturers recommend.

Few people realise that work has actually started on a tunnel which will carry water from the River Tyne to Teesside. By the end of the century there will be a network of such tunnels, planned to distribute water around the country. Most of the underground waterways will pass through rock rather than surface pipelines and, to find out more about techniques for constructing tunnels through such hard strata, the Building Research Establishment is carrying out collaborative research on an experimental tunnel system at Rogerley Quarry in Weardale.

In the United Kingdom, though there is considerable innovation in soft ground tunnelling, there is far less when it comes to tunnelling through rock and techniques are still largely based on outdated mining practice. The experimental tunnel provides an opportunity to test new methods of construction, which might reduce cost and increase safety. Excavation methods which do not weaken the surrounding rock, as does blasting, are also being tried.

It is still true that the cost of supporting hard ground is greater than for soft ground. Traditionally, rock tunnelling involves two lining operations. After blasting, temporary steel arch supports are put in position, and since these are unsuitable for carrying water, they require a further lining of concrete.

Fine carving at the Palace of Westminister being cleaned by wet grit blasting, one of several cleaning methods compared in field trials by the Building Research Establishment.

Four support systems

In the 'Four Fathom Mudstone', a tunnel at a depth of 100m, the first 50m have been excavated by the traditional drill and blast method. In this length a succession of four different support systems have been used: traditional steel arches, with bank bars and rock packing; rock bolts with steel mesh in the roof; rock bolts and steel mesh together with sprayed concrete in the roof; and sprayed concrete and steel mesh only in the roof.

Further along excavation has been carried out by machine, supported by rock bolts and sprayed concrete; a ½-in. thick continuous steel liner; and a complete ring of sprayed concrete. At the end of the tunnel there is a section which is completely unsupported and is collapsing. Monitoring of performance is repeated in each section, to measure the displacement of the rock and the strain and displacement in the support system.

Continuous observation has been carried out since autumn 1974. According to Dr. W. H. Ward, of the Geotechnics Division, the rock bolt system is moving linearly with time. This is another way of saying it is failing, but from the engineer's point of view, failure is as significant as success.

The sprayed concrete on the upper part of the tunnel is slowly collapsing. The concrete is being pushed off at the sides while the whole roof gradually descends. The complete ring of sprayed concrete is, however, proving satisfactory and quite a lot is now known about how this new type of support behaves. The rock has prominent side buttresses at frequent intervals. With most of the load pushing down in a vertical direction, crushing is caused and some of the buttresses break away. This cannot be controlled unless the ring of concrete is completed.

If the concrete hardens too fast it will carry a large rock load and may fail. On the other hand, if it hardens too slowly it may not provide enough support and fail. For safety and economy in construction there is a need to optimise the rate at which concrete hardens with time.

A co-operative project with the Northumbrian Water Authority, their consulting engineers, Babtie Shaw and Morton, and the Water Research Centre, it is hoped to make similar studies in the lower two tunnels which enter the harder sandstone and limestone.

BOTB British Overseas Trade Board

Foundation Course in Overseas Trade

An urgent reminder to Chief Executives from Sir Fred Catherwood, Chairman BOTB

This month sees the introduction of a new tool for exporters designed to help them to improve their performance and hence their profitability. This is the Foundation Course in Overseas Trade, the significance of which is outlined by L. Don Smith in his article which follows.

The course is the direct result of very close collaboration between the BOTB and the Institutes of Export, Freight Forwarders, Marketing and the Society of Shipping Executives. To their great credit, these institutes have farsightedly submerged their individual interests to reach agreement on a formula which not only caters for their own preliminary examination requirements, but also paves the way to meeting the training needs of industry in the crucial back-up area to successful overseas trading.

The Foundation Course has already received widespread publicity through industry and other channels since it was first announced last March. More than 20,000 copies of the course brochure* have been widely circulated among all sections of industry and commerce, both directly to firms and through a wide variety of representative organisations. Forty-one colleges and polytechnics provide ample evidence of academic support for the course which will be validated by the Business Education Council. There is evidence of keen interest from industry which now needs to be translated into student enrolments.

Chairmen of the sponsoring institutes – Cuthbert Drury (Institute of Export), Harry Wilde (Institute of Freight Forwarders), Stanley Ray (Institute of Marketing) and Tony Symes (Society of Shipping Executives) – join me in commending the Foundation Course to all firms involved in overseas trade. It provides a unique opportunity for career development and for promoting greater efficiency and higher standards of performance in export and shipping departments, and we hope you will examine it in the context of your own organisation.

You may already know about the Foundation Course and have taken active steps to encourage the enrolment of staff in your firm who stand to benefit from it. If not, may I remind you that colleges will very soon be enrolling students for the new academic year, which commences later this month.

The enrolment period varies between colleges but in most cases it will occur between 8 and 20 September. If this chance is missed the opportunity will not recur until September 1976.

*The Course brochure is available from the BOTB Publicity Unit, Room 231a 1 Victoria Street, London, SW1H 0ET, tel. 01-215 3221.

A balanced and thorough training for international trade

by L. Don Smith

Over the years exporters have been reminded and urged to observe certain basic principles which are vital when conducting overseas trade. For instance, the importance of accurate and timely documentation, of maintaining delivery dates, and other fundamental points have been justifiably reiterated. These, and other simple truths, still apply, but still not enough firms provide evidence that they appreciate the importance of, or the impact of, staff having a balanced and thorough training in the many facets essential to profitable international trade.

Shortcomings of a trader not only result in business being lost to competitors. Less obvious are the costs of omissions or mistakes made during the performance of a contract. For example, irrespective of whether an exporter conducts business within a compact or a fragmented administrative organisation, it is seldom that the costs of monetary allowances made to third parties are adequately analysed. And yet, when this is done, traders have both the means and a strong stimulus to take both short and long term remedial action.

Typical failures

Many exporters will identify typical failures from their everyday experience. Few active traders will claim complete innocence! However, for those exporters with unblemished records, some examples are quoted:

a A production delay of only a few hours can cause a substantial charge from a haulier for a wasted journey.
b Products may be wrongly assumed to qualify for a preferential rate of duty.
c Goods may be classified for duty at a particular rate in good faith by the contracting parties, but if Customs in the country of importation do not agree, higher duties may be imposed and in some cases fines levied and goods even confiscated.
d Inadequate attention to costs and costings relating to physical distribution can directly reduce profit; in some instances extra costs may be sufficiently large to cause an actual loss on the transaction.
e Sellers may inadvertently quote in a manner which precludes the possibility of any protection against rises in the cost of raw materials and other charges, such as freight and port congestion surcharges. (The incorporation of an 'Adjustment Clause' can give seller and buyer the opportunity to confer, with the aim of relieving, by mutual agreement, any undue hardship on either party.)

Costs which have not been anticipated will arise from a variety of causes, for which different company departments may be individually responsible. Consequently such events are unlikely to be consistently identified, and their total collective importance is likely to remain unappreciated. An effective export administration must ensure facilities exist enabling such unanticipated costs to be analysed, thus permitting due allowance to be made for them in future trading, both in human and in financial terms.

Preparing for revival

Speaking of the growing opportunities in OPEC markets at the inaugural meeting of the British Overseas Trade Advisory Council, Peter Shore, Secretary of State for Trade, said, 'We must prepare for the substantial revival in world trade'. This preparation must include a commitment on the part of company management, for the individual and collective technical performance of both staff and departments. The importance of the need for adequate skills is widely acknowledged, but it it extraordinary that commerce generally has not made greater efforts to train more staff to truly professional standards. Indeed, management in some instances has assumed that staff who are competent to deal with a range of commercial duties in 'home trade' business are automatically equipped for the conduct of foreign trade!

Business currently faces problems which need neither description nor comment. However, it is the very nature of these problems that makes this a most opportune time to improve and extend skills and thus the effectiveness of staff in which companies have already invested such large capital sums. It is therefore particularly appropriate that the BOTB has launched the Foundation Course in Overseas Trade requiring part-time study of six to eight hours per week over a period of approximately 30 weeks.

Certificate of Supplementary Study

Instruction will be given at polytechnics and colleges in major towns and cities from September onwards. Successful students will receive a 'Certificate of Supplementary Study' awarded by the Business Educational Council and an equivalent award in Scotland by the Scottish Business Educational Council. The Institute of Export, the Institute of Freight Forwarders, the Institute of Marketing and the Society of Shipping Executives have with the BOTB and subject specialists jointly designed a syllabus which will fulfil several needs. In covering the subjects of International Trade and Payments, Cargo Insurance, Transportation and Documentation, and Elements of Export Law, it provides a balanced course of instruction to ensure that staff have a basic knowledge relevant to everyday work. It will also provide individuals with a common syllabus of study which each of the bodies named recognise as a preliminary qualification in their own examination schemes.

For students, the Foundation Course in Overseas Trade therefore provides a base on which they may place the cornerstone of their future specialist studies. Holders of the Certificate of Supplementary Study will recognise it as a bridge enabling them directly or indirectly

L. Don Smith is Export Documentation Office Manager for Laporte Industries Ltd., and a member of the Business Education Council and of a Sub-Committee of the Simplification of International Trade Procedures Board.

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade (at the appropriate Regional Office for firms outside London and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The Department in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to help where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the Commercial Officers to get up-to-date information about the market. The Department would therefore welcome receiving notification of any businessman intending to travel overseas. To enable the overseas Commercial Officers to be of the greatest assistance to UK visitors the Department needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

Foundation Course in Overseas Trade
continued

to qualify for the professional organisation of their choice.

Employers may reasonably expect to minimise both direct and indirect costs through employing staff who are both knowledgeable and who recognise the urgency of matters associated with International Trade, hopefully leading to improved customer satisfaction and better profits for exports.

Critical time

The Foundation Course in Overseas Trade is being made available at a critical time. Traders now, more than ever before, need to take stock of their present situation, identify opportunities, formulate policies for staff training and their likely future needs, and to implement decisions which will affect trading performance in 1976 and beyond.

Therefore, I would most strongly advise firms who have not already done so to identify the nearest college offering the Foundation Course without delay and to encourage staff who stand to benefit to enrol for the course immediately.

Colleges and polytechnics intending to offer the course from September this year

EAST ANGLIA
Havering Technical College, Ardleigh Green Road Hornchurch. (Hornchurch 55011)
Ipswich Civic College, Rope Walk, Ipswich. (Ipswich 55885)
Thurrock Technical College, Back Lane, West Thurrock. (Purfleet 3011)

EAST MIDLANDS
Clarendon College of Further Education, Pelham Ave., Nottingham. (Nottingham 607201)
Corby Technical College, Corby, Northants. (Corby 3252)
Wigston College of Further Education, Station Road, Wigston Magna, Leicestershire, LE8 2DW. (Leicester 885051)

LONDON AND HOME COUNTIES
City and East London College of Further Education, Commercial Street, London E1. (01-247 7020)
Crawley College of Technology, Crawley, Sussex. (Crawley 25686)
Croydon College of Design and Technology, Fairfield, Croydon. (01-688 9271)
Hammersmith and West London College, Greyhound Road, London W14. (01-385 5175)
Harrow College of Technology and Art, Northwick Park, Harrow. (01-864 4411)
High Wycombe College of Technology and Art, Queen Alexandra Road, High Wycombe. (High Wycombe 22141)
Luton College of Technology, Park Square, Luton (Luton 29441)
North East Essex Technical College and School of Art, Sheepen Road, Colchester, Essex CO3 3LL. (Colchester 70271)
Polytechnic of Central London, 37-49 Ridinghouse Street, London W1. (01-486 5811)
Reading College of Technology, Kings Road, Reading RG1 4HJ. (Reading 583501)

NORTH EAST
Kirby College of Further Education, Roman Road, Middlesbrough. (Middlesbrough 83706)

NORTH WEST
Blackpool College of Technology and Art, Ashfield Road, Bispham, Blackpool. (Blackpool 52352)
Millbank College of Commerce, Bankfield Road, Liverpool. (051-220 4661)
St. John's College of Further Education, Hardman Street, Manchester. (061-834 5058)
Stockport College of Technology, Wellington Road South, Stockport. (061-480 7331)

SOUTH
Highbury Technical College, Cosham, Portsmouth. (Cosham 83131)
Medway and Maidstone College of Technology, Horsted, Maidstone Road, Chatham. (Medway 41001)
South Kent College of Technology, Folkestone Branch, Shorncliffe Road, Folkestone. (Folkestone 56661)
West Kent College of Further Education, 22 Broadwater Down, Royal Tunbridge Wells. (Tunbridge Wells 31292)

SOUTH WEST
Filton Technical College, Filton Avenue, Filton, Bristol. (Bristol 694217)

WEST MIDLANDS
Cauldon College of Further Education, Stoke Road, Shelton, Stoke-on-Trent. (Stoke 24651)
Garretts Green Technical College, Garretts Green Lane, Birmingham. (021-743 4471)
Henley College of Further Education, Henley Road, Bell Green, Coventry. (Coventry 614361)
Redditch College, Redditch, Worcestershire B98 8DW. (Redditch 63607)
Sutton Coldfield College of Further Education, Lichfield Road, Sutton Coldfield. (021-355 5671)
West Bromwich College of Commerce and Technology, Woden Road South, Wednesbury, West Midlands WS10 0PE. (021-569 4615)

YORKSHIRE
Huddersfield Technical College, New North Road, Huddersfield. (Huddersfield 36521)
Hull College of Commerce, Queens Gardens, Kingston-upon-Hull. (Hull 28381)
Park Lane College of Further Education, Park Lane, Leeds. (Leeds 443011)
Sheffield Polytechnic, Pond Street, Sheffield S1 1WB. (Sheffield 20911)

NORTHERN IRELAND
City of Belfast College of Technology, College Square East, Belfast. (Belfast 27244)

SCOTLAND
Aberdeen College of Commerce, Holburn Street, Aberdeen. (0224 572811)
Central College of Commerce and Distribution, 300 Cathedral Street, Glasgow. (041-552 3941)
Stevenson College of Further Education, Bankhead Avenue, Sighthill, Edinburgh. (031-443 7111)

WALES
Glamorgan Polytechnic, Llantwit Road, Treforest, Pontypridd, Glamorgan. (Pontypridd 405133)

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BOTB News

Successful mission to Brazil by Agricultural Engineers Association

From D. Greig, British Consulate-General, São Paulo: A small mission, the first within this particular sector, sponsored by the British Overseas Trade Board and the British Agricultural Engineers Association, visited Brazil from 1-15 August.

Members of the mission, which was led by Mr. P. J. Bell, managing director of Gascoigne Gush and Dent Ltd., were Mr. B. K. Harper, export director of Simplex of Cambridge Ltd., Mr. R. H. C. Tanner, co-managing director of Vapormatic Co. Ltd., Mr. M. W. Shaw, director of Hydrastumper International Sales, and Mr. E. C. Lanning, overseas secretary of the Agricultural Engineers Association, who acted as the mission's secretary.

Basing themselves upon the city of São Paulo, at the centre of the most productive agricultural territory in the country, the mission members spent two days making group visits to official organisations with agricultural interests, before undertaking individual programmes in pursuit of their own companies' interests. The mission secretary visited the Federal Ministry of Agriculture in Brasilia and a number of state capitals for discussions with state Secretaries of Agriculture and other high level officials, as well as some private companies.

At the end of their stay, the mission members were well satisfied with their achievements. They were struck by the enormous agricultural potential of Brazil, which must in future become one of the major food producers in the world. They were also impressed by the degree of development which the country's agricultural and livestock equipment industries have achieved, and what they saw and heard made it clear to them that the key to any long-term success in the market must lie in the establishment of a manufacturing base in Brazil with the close service back-up which is so important for these industries.

It is hoped that some members of the Agricultural Engineers Association will be encouraged to consider exhibiting in August 1976 at the important International Agricultural Show in Porto Alegre, in the major farming state of Rio Grande do Sul, where strong British participation would match the large contingents which are expected from the USA, Canada, West Germany, France, the Netherlands and other foreign companies.

Nigerian delegation visits Britain

Four senior officials of the Nigerian Federal Ministries of Health and Economic Development and Reconstruction have been visiting Britain this week at the invitation of the British Overseas Trade Board.

The visitors, who are in this country until 6 September are Dr. I. O. Nsolo, deputy chief medical adviser, Dr. A. B. Sulaiman, director of health planning, Dr. J. A. Akinbola, senior administration secretary, and Mr. A. Fajobi, central planning office.

Their visit included a meeting with Peter Shore, Secretary of State for Trade, and Barbara Castle, Secretary of State for Health and Social Security, and a tour of the Royal Free Hospital, Hampstead, and the Lakeside Health Centre, Thamesmead. They also had discussions with senior Department of Health officials, including representatives of the architectural, medical and nursing divisions.

Jim Rooke, BOTB's chief executive, hosted an official reception at the Portman Hotel, where the visitors met representatives of some British companies offering services for the design, construction and equipment of hospitals overseas.

The Nigerian Federal Government plans for development of the health sector involve a total capital expenditure of more than £500 million. The programme includes provision of 5,000 new health institutions with 90,000 beds, 12 new teaching hospitals, 110 new general hospitals, 1,400 new health centres, 6,000 health clinics and 1,500 mobile clinics for rural areas.

Missions to Nigeria

The Manchester Chamber of Commerce are organising a trade mission to Nigeria from 24 November to 6 December. Companies interested in taking part should contact Mr. D. M. Arrandale, Manchester Chamber of Commerce, tel. 061-832 5574, before 19 September.

The London Chamber of Commerce is mounting a mission to Nigeria from 4-14 January 1976. The mission will be aimed specifically at the petroleum industry and will visit the main oil-producing areas in the country and look at onshore production and terminal facilities. It is envisaged that the mission will also visit Gabon, from 15-18 January. For further information, ring the London Chamber of Commerce, tel. 01-248 4444, ext. 25.

British Overseas Trade Board support for companies taking part in these missions will consist of a subvention of £200 per participant.

Seminars for exporters

A series of half-day seminars, 'Back-up for Exporters', designed to familiarise companies with the services that Technical Help to Exporters (THE) can offer, are being organised by the British Standards Institution, with the co-operation of the British Overseas Trade Board.

The first seminar will be at the Esso Motel, Dunstable Road, Luton on 8 September at 2.00 pm, and subjects will include technical requirements and their importance in overseas marketing, the effects of EEC directives on exporting, the growth of consumer, environmental and safety-at-work protection in USA, and the assistance available to exporters from the Export Services Division of the British Overseas Trade Board.

Subsequent meetings will be held on 15 October at the Post House, Ipswich Road, Norwich; on 17 October at Lansdowne Hotel, King Edward Parade, Eastbourne; on 28 October at BSI, Hampton House, Green Street, London; and on 30 October, Queens Hotel, Meyrick Road, Bournemouth.

There is a charge of £2.00 per delegate, and applications should be sent to: Promotion Services Department, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts HP2 4SQ.

Mr. W. John Hackney, Export Sales Manager, Hostess Tableware Ltd., with a visitor to his firm's stand at the International Trade Fair (Autumn), in Frankfurt from 24-27 August. A total of 46 British firms took part in the fair, with the support of the British Overseas Trade Board, and sponsored by the British Ceramic Manufacturers Federation, Design Council, British Jewellery and Giftware Federation, and British Cutlery and Silverware Manufacturers Federation.

Exhibitions and Fairs

Persistence pays off at Los Angeles jewellery show

From Robina Colville, Vice Consul (Commercial), Los Angeles: The 18th annual Pacific Jewellery Show, organised by the California Jewellers Association, was held at the Century Plaza Hotel, Los Angeles, on 16, 17 and 18 August. There were 350 exhibitors, housed in booths and bedrooms, and many were manufacturers from the East Coast and from European and Far Eastern countries.

Eight British companies, most of them first-time participants, were among the foreign exhibitors, and were supported by the British Overseas Trade Board, in association with the British Jewellery and Giftware Federation, on joint venture terms. One British exhibitor, who had participated on his own in 1974, was greeted warmly by buyers on this occasion who remembered him from last year. This serves to confirm that even though the beginning may be slow, persistence in the market pays off in the end.

Continuity of participation

Continuity of participation also pays off in terms of space allocation, as the best exhibit spaces are obviously given to those exhibitors who have seniority in terms of the number of times they have exhibited. Booth space is the most coveted, but the newer exhibitors had to be satisfied with bedrooms on two floors. The Century Plaza Hotel has plans for extension during the next two years, so that additional booth space will be available.

The British exhibitors said that, while the Los Angeles show was not nearly so large as the New York one, there was a very good potential for sales in this West Coast regional show. One or two mentioned that buyers, who had visited them at the New York show without placing orders, came to see them in Los Angeles and placed orders. The British companies all seemed to think that this was a market well worth developing even although on this, their first visit, orders had not been spectacular – in all about $80,000.

Second year exhibitor

The British participants included Maxwell Collins of London, with contemporary fine jewellery, a second year exhibitor, Benjamin Jewellery Ltd., with reproduction Victorian jewellery, Ronald Benjamin Antiques, with genuine antique jewellery, Brown and Newirth Ltd., with wedding rings and engraved sets, W. and A. Gilbert Ltd., with wedding bands and reproduction rings and bracelets, John Marr Jewellery, with contemporary gold and silver jewellery, B. K. Sarin, with gems and jewels, and Philip Stocker Reproductions, with antique reproduction and hand-painted jewellery.

British jewellery manufacturers who wish to develop a foothold in this lucrative market may care to discuss with the British Jewellery and Giftware Federation the possibility of participating in the Pacific Jewellery Show next year. An early decision on this is imperative in order to secure the best available space.

The British exhibitors after four days of showing were all unanimous that the effort had been worthwhile. It looked as though most of the firms would be there again for the next show in Japan during 1980.

Ottawa navigation exhibition

From R. C. Makin, Second Secretary (Commercial), British High Commission, Ottawa: In the fairy tale setting of the Château Laurier Hotel in Ottawa, Canada, British firms were present in strength at the ninth International Conference and Exhibition on Lighthouse and Other Aids to Navigation from 5-8 August. It was a truly international affair with a total of nearly 40 exhibitors from Canada, France, West Germany, Italy, Japan, USSR, and the USA, as well as the UK.

A British-built radio beacon being scrutinised by two interested visitors at the aids to navigation exhibition, Ottawa.

The exhibition was opened by Mr. J. N. Ballinger, Director of the Marine Aids Branch of the Canadian Federal Ministry of Transport, who welcomed the 400 delegates from 58 countries attending the conference.

The exhibition was a highly technical one and so the interest of the general public was quite meagre, but nevertheless the attendance was over 500.

The British section, which comprised some seven firms, was a joint venture sponsored by the British Overseas Trade Board and Trinity House Lighthouse Services, and led by Mr. N. Matthews. The group can be proud of the turnout, which manned six stands of well-presented, highly technical equipment information.

At fairs of this type there is not high expectation of orders, but rather a series of inquiries which are later mulled over at headquarters. However, there were exceptions as the AERE/AGA Navigation Aids people recorded an order for a $15,000 thermo-mechanical generator, run by propane gas. The other firm to register positive sales was the fairly new firm of Ralph Howe Marketing Ltd., whose products include wind-driven battery-charging equipment and beacons. This company reported the sale of at least two beacons worth approximately $2,000.

Reprints of 'T & I' articles

Reprints of *Trade and Industry* articles should be ordered within one week of publication from: Director of Publications (P1), HMSO, Atlantic House, Holborn Viaduct, London EC1P 1BN. Reprints cost £7 for 250 copies of a page or part-page, plus 50p for each additional 125 copies; carriage extra.

Export Business

Glasgow firm supplies £30m desalination plants to Qatar

Four sea-water desalination plants valued in total at more than £30 million are to be supplied to the Middle East State of Qatar by Weir Westgarth Ltd. of Glasgow, a member of the Weir Group.

Each plant will have a guaranteed output of 18,000 m^3 (4 million Imperial gallons) of pure water a day for drinking and industrial use and will be capable of producing 22,500 m^3 (5 million Imperial gallons) a day.

The contract will be the largest for desalination plant ever placed in Britain and among the three largest so far undertaken anywhere in the world.

The plants, to be built at the Ras Abu Fontas electricity generating station in Qatar, will operate on the multiple-stage flash distillation process developed by Weir, and will use steam raised by waste-heat boilers from the power station's gas turbine exhausts. An on-load cleaning system will allow the plants to run continuously for 330 days or more without being shut down for cleaning.

The first unit is scheduled to be on stream in 94 weeks and the whole contract is due to be completed in 133 weeks.

The consultants to the Government of Qatar for the project are Ewbank and Partners of Brighton.

British company joint consultant for Iran telephone exchanges

A British company has been appointed joint consultant for a project in Iran involving the design and supervision of the construction of 560 telephone exchange buildings at an estimated cost of about $250 million.

Cable and Wireless Ltd. will co-operate in the venture with Organic, one of Iran's largest architectural, engineering and town planning concerns.

The agreement is part of a project by the Telecommunications Co. of Iran to increase the number of telephones in the country 14-fold by 1982. At present the country, which has a larger area than all the countries of the European Community combined, has only 550,000 telephones – roughly the same as Birmingham and Liverpool. Under the expansion plan Iran will have 7 million telephones within seven years.

During the first phase of the expansion plan it is intended to bring Iran's total number of telephones to 2 million within less than three years.

The project involves the construction – in a crash programme – of 60 multi-storey city exchange buildings, some with an ultimate capacity of 100,000 lines, 400 single and two-storey town exchange buildings with capacities of up to 20,000 lines, and the provision of 100 transportable container type exchanges for use in rural areas.

Construction contracts in Nigeria and Poland

Acrow Engineers (Export) Ltd. have received two export orders with a combined value of just over £1 million.

The larger of the two contracts is for general construction work in Nigeria and covers the supply of Major Slim soldiers, Acrow props, Coneflo concrete buckets, Acrowspans, Wallform panels, etc.

The second order covers general construction equipment for Poland.

Canadians sold on British system for Highway 401

A remarkable reduction in the number of recorded accidents following transverse grooving of parts of Highway 401 – in the ring road section around Toronto – has helped to convince Canadian road authorities that a British system is the most cost-effective way of making concrete pavements safe.

Errut Products Ltd., of Kingsbury, NW9, the firm which developed the system, has won a contract to transverse groove a further 209,025m^2 of this 10-year-old urban freeway, including feeder roads and slipways.

A seven-man team, equipped with Errut Spetin 12 and Spetin 20 machines, has already flown to Canada. The work is expected to take 10 weeks, with five machines in action most of the time. Spetin 12 and 20 are both one-man self-propelled machines that can groove right across all lanes of the highway in a single pass. They cut grooves by the flailing action of a series of tungsten carbide tipped tines – Errut's own technique, which in less than two years has transformed economics of grooving old concrete, so that a permanent safety texture can be achieved faster and cheaper than ever before.

Pye gains £8 million contract for Indonesian TV station

Pye TVT Ltd., of Cambridge has won an £8 million contract from the Ministry of Information of the Republic of Indonesia.

The contract includes 10 complete television transmitting stations, and the updating of five regional television studios. The systems to be supplied by Pye will form part of a complex of television and communications network currently being constructed by the Government of the Republic of Indonesia.

At the centre of this project is a satellite system which will provide the links necessary to cover the vast and fragmented territory of over 3,000 islands making up the Indonesian archipelago. The new colour television transmitters will be linked to the satellite system and will be in operation by November 1976. The Indonesian satellite system will be only the third in the world to be used for relaying domestic television signals.

Pye TVT's transmitter stations will be installed on the two largest islands of Sumatra and Kalimantan (formerly Borneo). At each of the new transmitter stations two transmitters will be installed, operating in passive reserve.

Made in Cambridge

The transmitter equipment will be made in Cambridge, shipped and installed by Pye TVT. The equipment in each package also includes the mast and antenna system, programme input and test equipment, microwave links or radio rebroadcast equipment, also complete diesel electric generating and distribution equipment. Finally, an extensive training programme will take place both in Cambridge and in Indonesia for the on-air date in 1976.

European Community

Nine agree to co-ordinate growth and anti-inflation measures

Community's Finance Ministers meet in Venice

Agreement 'to undertake a co-ordinated action to ensure support for economic activity' and 'to continue the fight against inflation and to improve growth perspectives in the longer term' was one of the results of an informal meeting of Community Finance Ministers in Venice on 24 August. Their discussions followed the economic guidelines set down by the Nine EEC Heads of State at the European Council meeting in Brussels on 16 and 17 July this year*.

Reflationary measures

The Ministers agreed that any action would take into account 'measures already adopted by some Member States' and 'the additional reflationary effort will be immediately undertaken by those member countries who are in a position to do so on account of their balance of payments, their rate of price increase and the state of their public finances'. The Governments concerned, they said, 'will announce shortly the measures they propose to adopt within this European framework'. Meanwhile the Nine 'will maintain close contacts among themselves and with the Community institutions with a view to pursuing this effort and to adapt it according to circumstances'.

Responsibility of stronger industrial countries

The meeting was 'convinced of the essential role to be played by internal measures of the Community to favour the economic recovery of its member countries'. Referring to the 'strong inter-relations among the economies of the member countries of the Community and those of other industrial countries', the Ministers pointed out that 'it would be desirable that the latter act in the same direction'.

International monetary system

The Venice discussions also considered the Community's position in preparation for the discussions on the international monetary system, which took place in Washington this week. Expressing a deep awareness 'of the particular difficulties of developing countries', the Ministers agreed that 'the effort of economic recovery undertaken or to be undertaken by industrial countries is a pre-condition to the solution of these difficulties'. In this context, the Nine agreed to subscribe to the International Monetary Fund's Oil Facility interest subsidy account for poor countries hit by the rise in oil prices.

The Ministers also reviewed proposals for the disposition of a proportion of the IMF's gold stocks. These contemplate the possible sale of a portion of such gold for the benefit of developing countries and the return of another portion to members at the present official price.

* A report appeared in the 25 July issue of *Trade and Industry*.

Finance Ministers of the Community during their meeting in Venice on 24 August. (A.P. Wirephoto).

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EEC Generalised Tariff Preference Scheme for developing countries 1976

Discussions are in progress between the Commission of the European Communities and the nine Member States about the Generalised Tariff Preference Scheme (GSP) to be adopted for 1976, but it will be some time before the precise arrangements will be known.

A notice in the 26 December 1974 issue of *Trade and Industry* (page 711) described the GSP of the enlarged European Communities for 1975. Background information on the general working of the EEC GSP scheme was given in *Trade and Industry* of 11 October 1973 and 3 January 1974. Details of the items covered under the 1975 arrangements were published in the *Official Journal of the European Communities* No. L329 of 9 December 1974 (obtainable from HMSO).

While it may be generally assumed that the goods and developing countries concerned covered by this year's scheme will also benefit from next year's, no assurance can yet be given to importers about the actual details of the arrangements, for example the preferential rates of duty applicable to processed agricultural goods or the size and precise coverage of the tariff quotas. As soon as details are available in the *Official Journal of the European Communities* a further notice will be issued and details will appear in due course in Parts 10 and 11 of HM Customs Tariff.

The notice of 26 December 1974 (paragraph 6) also referred to the UK's pre-accession GSP. The maintenance of the UK GSP in full for the "standstill" countries (except Papua New Guinea for whom the arrangements are currently extended until 31 December 1977) has come to an end following the introduction this summer by the EEC of new trade arrangements for the African, Caribbean and Pacific developing countries and the EEC's Overseas Countries and Territories. These arrangements allow for duty-free entry for most products imported from ACP and OCT countries, if they satisfy the necessary origin and consignment conditions. However, as an alternative to the ACP/OCT concessions, the transitional arrangements for concessions on goods excluded from the Communities' GSP (but included in the UK pre-accession GSP), which are being phased out gradually, are now extended to "standstill" countries (except Papua New Guinea) as well as to the other (non-standstill) developing countries who were beneficiaries of the UK scheme.

Any general inquiries concerning EEC GSP arrangements for 1976 should be addressed to CRE1, Department of Trade (tel. 01-215 5470), 1 Victoria Street, London SW1.

Inquiries about the UK transitional GSP arrangements should be addressed to General Division 2 of the Department of Trade, Room 333, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ.

Any inquiries about the UK transitional rates of duty applicable *outside the GSP arrangements* should be made to General Division 2, Department of Trade, Kingsgate House, as above (Room 310 for Chapters 1-24 and 50-63 of the Tariff, Room 341 for Chapters 25-49, and Room 308 for Chapters 64-99).

Inquiries to HM Customs regarding GSP should be made to International Customs J3, (tariff quotas and ceilings) at HM Customs and Excise, Kings Beam House, Mark Lane, EC3; and to ICE 2 (regarding other GSP questions) at Adelaide House, London Bridge, EC4.

Temporary suspension of the Common Customs Tariff of the EEC

The Department of Trade has received a proposal for the partial suspension of the Common Customs Tariff on the goods set out below.

The Department will wish to take account of United Kingdom interests in making its views known to the Community of Nine before decisions are taken as to whether the proposed suspension should be granted. United Kingdom producers are entitled to object to the granting of the proposed suspension where they consider that they are able to supply the whole or the greater part of the needs of the Community of Nine and that their interests might be affected adversely by the loss or reduction of Community preference on exports to the original Community of Six, or reduced tariff protection in the United Kingdom, which a suspension of the CCT would entail.

Tariff heading	Description	Proposed CCT suspended rate of duty
ex 08.07 DII	Plums, fresh, intended for the processing industry	3%

Any representations should be made in writing to the Department of Trade, General Division, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ not later than 12 September 1975. Inquiries: tel. 01-215 3576.

EEC information for businessmen: free booklet

EEC – Your Questions Answered, an 87-page booklet published by the EEC Information Unit, contains answers to businessmen's inquiries on a wide range of EEC subjects. These include trade with EFTA and other countries associated with the Community, customs procedures and documentation, tariffs, market information and non-tariff barriers to trade.

The booklet also provides basic information about the role of the Community institutions and has articles on the ECSC, Euratom and the European Investment Bank. The final section of the booklet is devoted to time-saving reference material including a glossary of abbreviations, lists of publications and 18 pages of useful addresses and contacts in Europe and the UK.

The EEC Information Unit, from which copies of the booklet may be obtained free of charge, was set up specifically to help the businessman wanting facts about the EEC and the way its policy, procedures and legislation could affect his business operations and decisions. Although the Unit's prime responsibility is with those matters which are the concern of the Departments of Industry, Trade and Prices and Consumer Protection, it is usually possible to direct an inquirer to sources of specialist advice in other government departments. The address for inquiries or publication requests is the EEC Information Unit, Department of Industry, 1 Victoria Street, London SW1H 0ET, tel. 01-215 4301 (6 lines).

New EC Legislation

The legislation listed below has been published in the 'Official Journal of the European Communities' as indicated against each item. The 'Official Journal' is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other Member States' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 4174/482/408).

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

COMMON AGRICULTURAL POLICY. The texts of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

Cereals and rice. Regulation (EEC) 2188/75 authorising the United Kingdom to suspend in part the component for protection of the processing industry as regards certain products of the cereals and rice sectors (*Official Journal* L223, 23 August 1975).

Regulation (EEC) 2189/75 amending Regulation (EEC) 1992/75 fixing, for the 1975/76 marketing year, in respect of trade within the Community the components designed to protect the rice and cereals processing industries (*Official Journal* L223, 23 August 1975).

Regulation (EEC) 2161/75 determining for the marketing year 1975/76 the variety of long grain rice representative of Community production, the difference in value between this variety and the variety of round grain rice corresponding to the standard quality and the threshold prices for long grain husked rice and for milled rice (*Official Journal* L220, 20 August 1975)

Regulation (EEC) 2162/75 fixing for the marketing year 1975/76 the amounts by which import levies and export refunds fixed in advance for rice are to be adjusted (*Official Journal* L220, 20 August 1975).

Regulation (EEC) 2178/75 amending Regulation (EEC) 2006/75 fixing for the 1975/76 marketing year, the accession compensatory amounts for certain categories of cereals, for rice and for processed products derived from cereals or rice (*Official Journal* L222, 22 August 1975).

Wine. Regulation (EEC) 2152/75 on detailed rules for the application of Regulations (EEC) 2893/74 and (EEC) 2894/74 in respect of sparkling wines (*Official Journal* L219, 19 August 1975).

Regulation (EEC) 2160/75 amending Regulation (EEC) 2805/73 as regards the list of white quality wines produced in specified regions and of imported white quality wines containing a certain percentage of sulphur dioxide (*Official Journal* L220, 20 August 1975).

Cattle, beef and veal. Decision 75/486/EEC determining the minimum rate of levy for the issue during the month of July 1975 of import licences for beef and veal under the 'EXIM' arrangements (*Official Journal* L212, 9 August 1975).

Corrigendum. The *Official Journal* L221, 21 August 1975, contains the following correction to Regulation (EEC) 2033/75 (published in *Official Journal* L207, 6 August 1975) amending the definition as laid down in Regulation (EEC) 1090/75 (EXIM) of products falling within CCT subheading 16.02 B III b) 1

Page 8, Article 1 (2) (a) and (b):

for: 'put up in hermetically sealed containers weighing not more than',

read: 'put up in hermetically sealed containers or packages weighing not more than'

Page 8, Article (3), fifth line:

for: 'clostridium botulinium',
read: 'clostridium botulinum'.

IMPORTS FROM NON-MEMBER STATES. Textiles. The 22 August 1975 issue of *Trade and Industry* (page 455) contained a notice about import restrictions on certain textiles originating in the Republic of Korea.

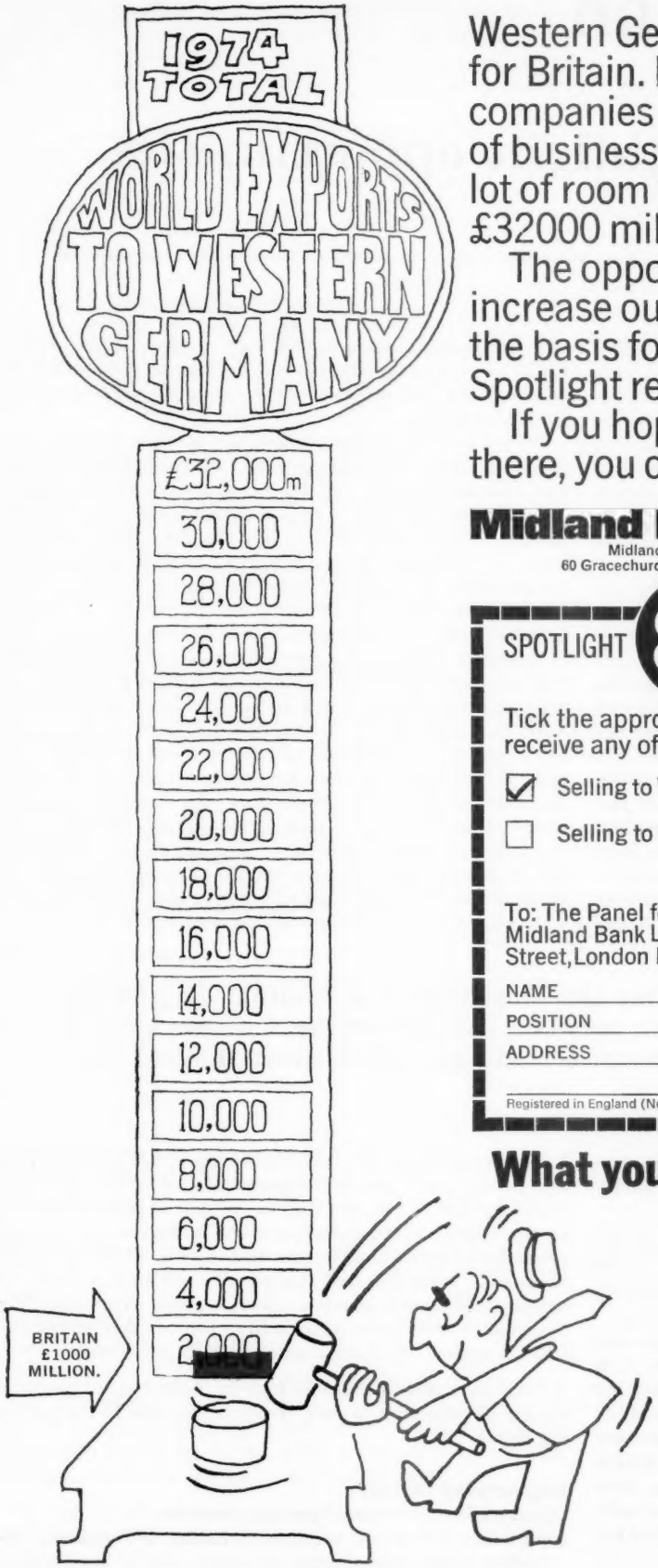
The *Official Journal of the European Communities* L217, 15 August 1975, contains the text of Regulation (EEC) 2138/75 regarding certain urgent measures concerning imports of certain textile products originating in the Republic of Korea.

Further information: Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH (tel. 01-603 4644, ext. 271).

EEC information – inquiry points at Customs and Excise headquarters

General inquiries on EEC matters which are the concern of HM Customs and Excise may be made to the following telephone extensions:
HM Customs and Excise, King's Beam House, 39-41 Mark Lane, London EC3R 7HE. Tel: 01-626 1515

		Extn.
Community Transit	International Customs Division D —Branch 1 and 2	2263/2561
EEC Mediterranean Agreements, Greece and Turkey	International Customs Division D —Branch 2	2565
EEC Mediterranean Agreements, except Greece and Turkey, Anglo-Danish Free Trade Agreement	International Customs Division E —Branch 2	2310
Anglo-Irish Free Trade Agreement, Channel Islands, Isle of Man	International Customs Division E —Branch 1	2276
Compensatory levies	International Customs Division G —Branch 3	2206/2307
European Communities—general inquiries	International Customs Division D —Branch 4	2478 2431
EEC Free Trade Agreements with EFTA countries	International Customs Division E —Branch 4	2385/2165
Copies of public notices and customs forms on EEC matters	Outfield Directorate Division D —Branch 3	3079



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Trade Information

Trade Ministers highlight opportunities in Poland

During the past week Jerzy Olszewski, Minister for Foreign Trade and Shipping in the Polish Peoples' Republic, has been visiting the United Kingdom as the guest of Peter Shore, Secretary of State for Trade. This visit was in return for Mr. Shore's own visit to Warsaw last March and is one of a continuing series of Ministerial exchanges between the two countries of which the most recent was the visit to Poland of the Foreign and Commonwealth Secretary in July, during which a Declaration of Friendship between the two countries was signed. These Ministerial exchanges underline the increasingly close economic and political ties between the two countries.

During his visit here Mr. Olszewski has had discussions with Ministers at the Departments of Trade and Industry, at the Ministry of Agriculture, Fisheries and Food and at the Foreign and Commonwealth Office. In addition he has met a wide range of leading representatives of industry and commerce in this country interested in Anglo-Polish trade.

Our trade with Poland has expanded fast over the past few years. Total two-way trade, which in 1970 amounted to just over £122 million, increased in 1974 to over £248 million, and in the first seven months of this year is running at a level of over £300 million. Over the same period British exports have increased from just under £60 million in 1970 to over £138 million in 1974, and in the first seven months of this year are running at an annual rate of about £180 million. Major contracts already concluded or at an advanced stage of negotiation will ensure that this favourable trend in British exports continues.

Poland will shortly be embarking upon her next five-year plan (1976-80). This will open up new possibilities for trade and co-operation between the two countries. In this connection, and in accordance with a decision taken during Mr. Shore's visit to Warsaw last March, Mr. Shore and Mr. Olszewski together signed, on 4 September, a Programme of Co-operation between the two countries in implementation of the Long-Term Agreement for Economic, Industrial, Scientific and Technological Co-operation of 1973. The Programme indicates the specific sectors where it is thought that the best opportunities for trade and co-operation will arise over the next few years. In this way the Programme will serve as a signpost for the companies and enterprises in the two countries, pointing the way to the areas where they can most usefully get together for the conclusion of mutually beneficial projects. The Programme (which will be regularly reviewed and kept up to date at the annual meetings of the Anglo-Polish Joint Commission) has the further advantage that it reflects some sectors of the Polish economy which will be given priority under their next five-year development plan.

The full text of the Programme is reproduced below.

Long-term Programme for the Further Development of Economic, Industrial, Scientific and Technical Co-operation between the Government of the United Kingdom of Great Britain and Northern Ireland and the Government of the Polish Peoples' Republic

The Government of the United Kingdom of Great Britain and Northern Ireland and the Government of the Polish Peoples' Republic:

recalling the Long-Term Agreement on the Development of Economic, Industrial, Scientific and Technical Co-operation which they signed at London on 20 March 1973, (hereinafter referred to as the said Agreement)

noting the positive development of economic, industrial and technical co-operation between enterprises and institutions in the United Kingdom and Poland since the conclusion of the said Agreement as well as the desire of the two Governments to promote further appropriate conditions for the dynamic and harmonious development thereof, confirming their interest in encouraging, promoting and facilitating continued development of mutually beneficial economic, industrial, scientific and technical co-operation in particular on a long term basis.

consider it desirable to draw up a Long-Term Programme for economic, industrial, scientific and technical co-operation.

1 This Programme has been drawn up in order to facilitate and promote the practical implementation of the principles and objectives of the said Agreement and to serve as a guide to the organisations, enterprises and companies of the two countries by indicating the practical ways in which economic, industrial, scientific and technical co-operation may be developed between them to their mutual advantage. The Programme will derive its basis from the said Agreement and will be carried out in accordance with its provisions.

2 Both Governments consider that particularly good prospects for the development of such co-operation exist in the following fields:

Engineering industry

Diesel engines, sub-assemblies and elements

Equipment for motor vehicles including compressors, air-brakes, axles, axle casings, running gear for semi-trailers and wheel design

Fuel injection equipment

Machinery for food processing and packaging industries
Building and construction machinery
Mechanical handling equipment; bulk handling; containerisation, straddle carriers; fork lift trucks; port facilities
Machine tools including integral electronic control systems
Electronic data processing equipment including computers and peripheral equipment
Machines and equipment for the textile and leather industries
Advanced welding techniques
Pipeline equipment including monitoring equipment
Wood working machinery and timber technology
Production of office equipment
Scientific instruments and medical equipment.

Raw materials, mining and power
Design, building and modernisation of mines
Production of equipment for the extractive industries
Extraction of alumina from low grade sources
Plants for coal gasification.

Agriculture, food and food processing
Breeding, breeding stock, meat processing
Organisation of farms, farm buildings and equipment
Drainage, sewage and effluent treatment systems
Agricultural machinery
Agro-industrial complexes and feed mills
Development of proteins and vegetable oils.

Heavy industry
Installations and equipment for the coke industry
Mining machinery and equipment
Production of chemical equipment including heat exchangers and spherical pressure vessels
Sugar plants
Paper and pulp mills, machinery and equipment
Aluminium plants
Equipment for power generation plants
Smelting industry complexes
Shipbuilding and marine equipment
Foundry installations, forges and equipment.

Chemical industry
The building, extension and modernisation of chemical and petrochemical plants
Chemical and petrochemical installations including PVC, polyethylene and polypropylene
Fertiliser complex
Fluorocarbons complex
Herbicides and pesticides
Pharmaceutical and medical products of all kinds
Tyre and rubber industries
Plastic wall and ceiling coverings.

Other fields
Production of synthetic, decorative, technical and other textiles
Building materials and components
Other fields of mutual interest

3 The two parties will encourage their respective organisations, enterprises and companies to carry out concrete projects of co-operation in the fields listed in paragraph 2 on competitive terms and on the basis of mutual benefit, within various broad categories including the following:

(a) the further utilisation of new resources of raw materials and energy in both countries;
(b) production to satisfy the requirements of the United Kingdom and the Polish Peoples' Republic: this might be in finished products or components;
(c) the construction of new production units, and the reconstruction and modernisation of existing plants, in the two countries;
(d) exchange of licences and information on production, marketing and technological experience;
(e) joint participation in undertaking complete projects in third countries and in the marketing of products resulting from this and other co-operation in third markets.

Payment for the cost of purchased equipment, technical documentation, licences, know-how, materials and credit expenses may, in appropriate cases, under the above types of co-operation be made in full or in part by deliveries of the products involved. Such deliveries might continue after completion of repayment of the credits with the mutual agreement of the competent organisations, enterprises and companies of the two countries.

4 The terms governing particular projects of economic, industrial, scientific and technical co-operation will be agreed upon between the interested organisations, enterprises and companies of the two countries.

5 In view of the importance of medium and long term credits for carrying out co-operation projects the United Kingdom Government will in appropriate cases endeavour to provide such credits on the most favourable conditions possible in accordance with Article 7 of the said Agreement.

6 The two parties consider that co-operation in the field of applied science and technology between their two countries should be carried out in close relation to economic and industrial co-operation and with the aim of assisting the expansion of such economic and industrial co-operation. They will encourage joint efforts aimed at solving important problems in the fields of applied science and technology, and the exchange of technical information, patents, licences, know-how and new technology, on the basis of mutual benefit and advantage, and particularly through the following:

(a) two-way exchange of trainees and of technical personnel;
(b) the organisation of study tours, missions, technical conferences colloquia and visits in connection with programmes of research;
(c) the maintaining of direct contacts between scientific and technical institutes in the United Kingdom and the Polish Peoples' Republic; and
(d) the exchange of appropriate publications and research data and documentations.

7 The parties consider that the areas for co-operation between their two countries in the fields of applied science and technology are as follows:

Utilisation of wastes of coal mines in production of building materials
New high speed rail vehicles
Equipment for water and air pollution control; disposal of industrial and agricultural wastes
Mechanisation and automation of mining
Techniques for the exploitation of natural resources
Technology of food processing, packaging and distribution
Packaging and printing technology
Technology of chemical processing including that of coal
Supply of energy to cities and industries
Technology for rubber industries
Research into the measurement and prediction of rock bursts in mining
New technology in the field of glass/ceramics
Coal gasification technology
Other fields of mutual interest.

8 The parties consider it desirable that sufficient information should be exchanged in respect of proposals for co-operation under this Programme at the stage of initial exploration of such proposals in order to enable the competent organisations, enterprises and companies to proceed with their initial studies and to reach successful decisions.

9 The Parties consider that the development of co-operation between their respective enterprises, organisations, and companies, within the framework of this Programme may play an important role in deepening the economic relations of their two countries on a long term basis and in the further utilisation of the economic and industrial potential of both countries in the long term and to their mutual advantage. The parties consider that this Programme creates favourable conditions for the further development of mutual economic co-operation which will lead to an improvement in the structure of trade and also to an improved balance of mutual exchanges. Both parties confirm their willingness to draw the attention of appropriate organisations, enterprises and companies in their respective countries to the opportunities for co-operation set out in this Programme and to take all possible steps to encourage co-operation in the various fields referred to in paragraphs 2 and 7 above to this Programme, in accordance with the provisions of the said Agreement.

10 This Programme is of a recommendatory nature. Reviews of the implementation of the Programme and the addition of mutually agreed new fields for co-operation, may be carried out by the United Kingdom/Polish Joint Commission referred to in Article 8 of the said Agreement or, between meetings of the Joint Commission, by agreement of the two Parties.

11 This Programme will take effect on the date of signature and will continue in effect until the expiry of the said Agreement.

Notices to Importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH.

No. 1505: Imports of potatoes other than seed potatoes

As already announced, the Department of Trade will consider applications for individual licences for the import of new and maincrop potatoes on and after 1 September 1975.

The licences, which will be issued on a consignment basis, will be valid for imports of potatoes other than seed potatoes, originating in, and consigned from, any of the sources listed below. Applications for licences for metric quantities should be made on Form ILB/A and sent to the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W8, together with evidence of firm orders, eg copy contract documents or correspondence.

Initially, licences will be valid up to 30 November 1975, although the normal seasonal arrangements will apply whereby new potatoes can be imported except during September and October (15 May to 31 October in the case of new potatoes from the Eastern Area) under the authority of the Open General Import Licence, ie without the need for an individual import licence. But traders are reminded that individual import licences may be revoked at any time before the date of expiry without notice.

All potato imports are subject to the requirements of Orders made by the Agricultural Departments under the Plant Health Act 1967. In some cases imports are restricted on plant health grounds during certain times of the year; full details can be obtained from Plant Health Branch of the Ministry of Agriculture, Fisheries and Food (tel. 01-216 7566), or the Department of Agriculture and Fisheries for Scotland (tel. 031-443 4020), as appropriate. Under these Orders maincrop potatoes may be imported into Great Britain from the following countries or parts of countries:

Algeria
Arab Republic of Egypt
Cyprus
France (including Corsica)
Greece
Republic of Ireland
Luxembourg
Malta
Federal Republic of Germany – The provinces of Schleswig-Holstein and Lower Saxony north of the Mittleland Canal
Morocco
Netherlands
Israel
Italy (including Sardinia and Sicily)
Kenya
Lebanon
Libya
Portugal (including the Azores and Madeira)
Republic of South Africa
Spain (including the Balearic Islands and Canary Islands)
Switzerland
Tunisia

Northern Ireland plant health regulations provide that no maincrop potatoes may be imported into Northern Ireland unless a plant health licence has been granted by the Department of Agriculture there in addition to an import licence issued by the Department of Trade. Details of the plant health requirements for Northern Ireland may be obtained from the Department of Agriculture (tel. 0232-650111, ext. 501).

Inquiries: Import Licensing Branch tel. 01-603 4644, ext. 281.

Annual review of temporary exemptions from import duty on EEC goods and associated reductions of duty on non-EEC goods

The Department of Trade wishes to remind interested parties that any representations in response to their announcement on page 454 of the 22 August issue of *Trade and Industry*, concerning the annual review of temporary exemptions from import duty, should be made not later than 19 September 1975 to the Department of Trade, General Division, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ.

ECGD News

Rolls-Royce RB211 engines for Japan

A loan of £9.4 million which National Westminster Bank has made available to All Nippon Airways Co. Ltd., Japan, has been guaranteed by the Export Credits Guarantee Department. The loan will help finance a contract awarded to Rolls-Royce (1971) Ltd. for the supply of 12 RB211 engines and associated spare parts. The engines are to be installed in four TriStars being built in the United States by the Lockheed Aircraft Corporation for All Nippon Airways. Delivery of the equipment is scheduled for completion by July 1976.

Tariff and Trade Notices

Irish Republic

Community surveillance of certain stockings and socks of synthetic fibres. Under Regulation (EEC) No. 1680/75 of 30 June 1975 the products listed below and originating in the countries specified are, up to 30 June 1976, subject to a system of surveillance. The effect of this system is that the products affected may be imported only on production of an import document (authorisation). Application forms for the import authorisation may be obtained from the Trade Regulation Division, Department of Industry and Commerce, Kildare Street, Dublin 2.

Tariff heading	Products	Tariff code nos.	Country of origin
ex 60.03	Stockings, other than women's, understockings, socks, ankle socks, sockettes or the like, knitted or crocheted, not elastic or rubberised, of synthetic fibres	6003-288 6003-314 6003-322 6003-330 6003-338 6003-346 6003-354 6003-362	Republic of Korea Taiwan

Inquiries: OTAR ext. 466/467/288.

Luxembourg

Foodstuffs regulations. The Luxembourg Memorial no. A.19 of 9 April 1975 published a decree dated 17 March 1975 concerning powders and other compounds for use in puddings and similar products. The decree entered into force on 9 April 1975. An English translation is being prepared but copies of the decree (in French) are available. Inquiries: OTAR ext. 288/466/467.

Austria

Compulsory textile labelling. The Austrian Federal Ministry for Trade, Commerce and Industry has published Decree No. 336 which requires the compulsory labelling of a wide range of textile products intended for retail sale according to defined composition and weight criteria. A list of prescribed classifications is given which must be used to describe the composition of the products. In the case of multi-fibre products the percentage by weight of the raw textile fabrics employed must be stated. Importers are responsible for ensuring that imported goods comply with the provisions of this decree.

Although the main provisions of the decree apply from 1 July 1975, allowance is made for an adjustment period. Inquiries: OTAR ext. 458/461.

Spain

Stainless steel refrigerating tanks: joint assembly. In the *State Gazette*, 21 August 1975, the Spanish authorities published approval under the special system of joint assembly of a pro forma resolution for the manufacture of stainless steel refrigerating tanks, with built-in evaporator, fitted with condenser and motor-compressor unit, with a maximum capacity of 1,500 litres, for dairy industry. The parts, components and auxiliary material which may have to be imported for inclusion in the Spanish manufacture (which cannot be made locally) will be subject to a reduction of 95 per cent of the corresponding import duty.

On application a specific resolution could be approved by the Spanish Directorate of Tariff Policy given a technical and sufficiently detailed description of the parts, components, etc., to be imported with the reduced import duty, provided the total value of such parts does not exceed 45 per cent of the total industrial cost price. From the time of coming into force of the first specific resolution for the joint assembly of these tanks all customs duty reductions or exemptions for the import of this type of equipment will be suspended. The current pro forma resolution will remain in force until 20 August 1977.

British exporters interested in proposing themselves as potential partners should send details of their equipment to the British Embassy, Commercial Department, Fernando el Santo 16, Madrid 4, who will make local inquiries on their behalf. Other inquiries: OTAR ext. 462/471/472/473.

Four-wheel drive tractors: joint assembly. In the *State Gazette*, 21 August 1975, the Spanish authorities published approval under the special system of joint assembly of a pro forma resolution for the manufacture of four-wheel drive tractors, 35-100 hp. The parts, components and auxiliary material which may have to be imported for inclusion in the Spanish manufacture (which cannot be made locally) will be subject to a reduction of 95 per cent of the corresponding import duty.

On application a specific resolution could be approved by the Spanish Directorate of Tariff Policy given a technical and sufficiently detailed description of the parts, components, etc., to be imported with the reduced import duty, provided the total value of such parts does not exceed 20 per cent of the total industrial cost price. From the time of coming into force of the first specific resolution for the joint assembly of these tractors all customs duty reductions or exemptions for the import of this type of equipment will be suspended. The current pro forma resolution will remain in force until 20 August 1977.

British exporters interested in proposing themselves as potential partners should send details of their equipment to the British Embassy, Commercial Department, Fernando el Santo 16, Madrid 4, who will make local inquiries on their behalf. Other inquiries: OTAR ext. 462/471/472/473.

Tracklaying tractors 35 to 100 hp.: joint assembly. In the *State Gazette*, 21 August 1975, the Spanish authorities published approval under the special system of joint assembly of a pro forma resolution for the manufacture of tracklaying tractors 35 to 100 hp. The parts, components and auxiliary material which may have to be imported for inclusion in the Spanish manufacture will be subject to a reduction of 95 per cent of the corresponding import duty.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exporters (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

On application a specific resolution could be approved by the Spanish Directorate of Tariff Policy given a technical and sufficiently detailed description of the parts, components, etc., to be imported with the reduced import duty, provided the total value of such parts does not exceed 9 per cent of the total industrial cost price. From the time of coming into force of the first specific resolution for the joint assembly of these tractors, all customs duty reductions or exemptions for the import of this type of equipment will be suspended. The current pro forma resolution will remain in force until 20 August 1977.

British exporters interested in proposing themselves as potential partners should send details of their equipment to the British Embassy, Commercial Department, Fernando el Santo 16, Madrid 4, who will make local inquiries on their behalf. Other inquiries: OTAR ext. 462/471/472/473.

Customs tariff modifications. The Spanish *State Gazette*, 21 August 1975, announced modifications to the text of the Spanish customs tariff and new subheadings are introduced as follows:

Tariff no.	Description	Import duty
28.40.B	Phosphates:	
28.40.B.1	Of ammonium (excluding mono and diammonium orthophosphates) containing less than 6mg of arsenic per kg	19%
28.40.B.2	Of ammonium (excluding mono and diammonium orthophosphates) containing 6mg of arsenic or over per kg	10.5%
28.40.B.3	Of sodium	28%
28.40.B.4	Of potassium	28%
28.40.B.5	Of calcium, including dicalcium containing in dry state, less than 0.2% by weight of fluorine	19%
28.40.B.6	Other	19%
31.02.C	Complimentary legal note is added: calcium nitrate containing no more than 7.5% of ammonium nitrate will come under tariff heading 31.02.C	10%
31.05	Other fertilisers: goods in the present Chapter in tablets, lozenges and similar prepared forms or in packings of a gross weight not exceeding 10kg:	
31.05.A	Monoammonium and diammonium phosphates:	
31.05.A.1	Containing less than 6mg of arsenic per kg	19%
31.05.A.2	Containing 6 or more mg of arsenic per kg	10.5%
31.05.B	Compound and complex fertilisers	15%
31.05.C	Goods of the present Chapter put up in tablets, lozenges or similar prepared forms or in packings of gross weight not exceeding 10kg	19%
31.05.D	Other	15%
67.04	The text is modified as follows: 'artificial hair articles (wigs, beards, eyebrows, eyelashes, locks of hair, etc.) and the like of human hair or of textiles: other articles of human hair (including hair nets)'	
73.18	Tubes and blanks thereof of iron and steel excluding those under tariff heading 73.19:	
73.18.A.1	Of circular cross-section, seamless having an external diameter of not more than 504mm	23%
84.11.D	Motor pumps and compressors:	
84.11.D.2	Airtight for liquid refrigerants of a nominal absorbed power over 2.5kw	6%
85.21.D	Cathode-ray tubes:	
85.21.D.1	Of electrostatic deflection for oscilloscopes	1%
85.21.D.2	Other	33%
92.11	Gramophones dictating machines and other sound recorders and reproducers, including record players, tape decks and wire decks with or without soundheads	

The Spanish *State Gazettes*, 21 and 22 August 1975, respectively, announced modifications to the Spanish customs tariff as follows:

Tariff no.	Description	Import duty
15.07	Fixed vegetable oil, fluid or solid, crude, refined or purified:	
15.07.C	Other, including drying oils:	
15.07.C.2	Castor oil	Free
49.11.A	The text is modified as follows: pictures, engravings and plates on paper, paperboard of plastic materials, for insertion during binding in articles falling within Chapter 49	Free

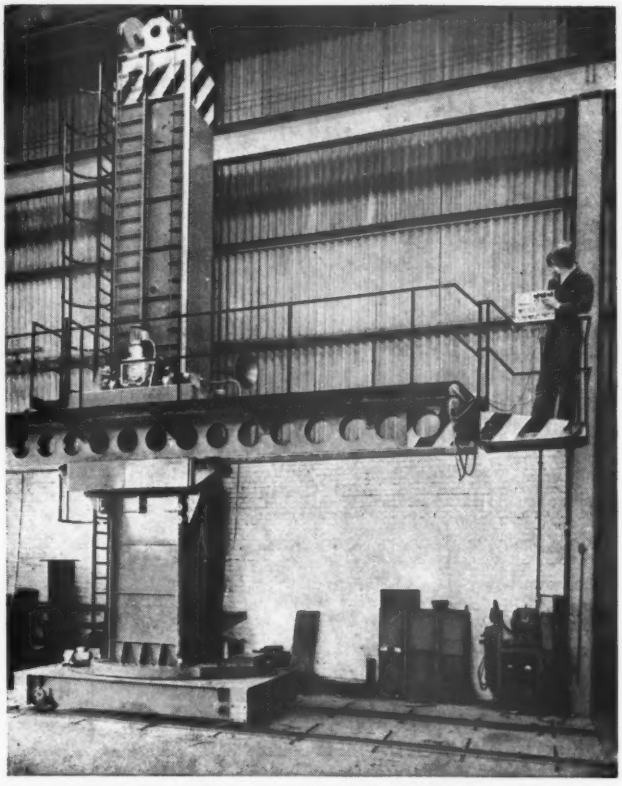
The modifications above were published in the Spanish *State Gazette*, 22 August 1975.

Explanatory Note No. 2 of Chapter 58 is modified to read as follows: For the application of tariff headings 58.01 and 58.02, the words 'carpets' and 'rugs' are to be taken to extend to similar articles having the characteristics of floor coverings but intended for use for other purposes. These headings are to be taken not to apply to felt carpets which fall within Chapter 59.

The modification above was published in the Spanish *State Gazette*, 21 August 1975 and is in force from that date.

Inquiries: OTAR ext. 462/471/472/473.

Iron and steel products: duty-free import quotas. *Trade and Industry*, 20 February 1975, announced duty-free import quotas valid during the first six months of 1975. The Spanish *State Gazettes*, 21 and 22 August 1975, respectively, announced modifications and extension of validity until 31 December 1975 as follows:



One of eight column and boom welding positioners built by F. Bode and Son Ltd., Leek, Staffordshire, for the Belgian steel group Cockerill-Ougree. The order was worth £180,000. The equipment illustrated has a 7m height under the boom and a 4m horizontal traverse. It weighs over 22,000kg.

Tariff no.	Description	Quota in metric tons
73.06.A	Steel ingots weighing more than 1,000kg	700,000
73.07.B.3.a	First quality steel slabs of a length of 5m or over	700,000

The duty-free quotas above were announced in the Spanish *State Gazette*, 21 August 1975, valid until 31 December 1975.

73.06.A	Steel ingots weighing more than 1,000kg.	1,100,000
73.07.B.3.a	First quality flat billets with minimum length of 5m or more	
73.08	Iron and steel coils	
73.07.B.1	Square or rectangular billets, first quality; square or rectangular billets of unalloyed special steel	90,000
73.13.D.1.a	Naval plate with certificate indicating its classification	90,000
73.13.D.2.d	Sheets or plates, not softened with a maximum thickness of 0.40mm for making tinplate	3,000
ex 73.13.D.1.a	Hot-rolled plates with a minimum thickness of 6mm, minimum width 2,000mm for making pressure vessels, tanks, boilers, furnaces and large size structures	26,000
73.13.D.3.e		
73.13.D.4		
73.13.D.8.a		
73.13.D.2.c	Cold-rolled plates for making bath tubs	15,500

Inquiries: OTAR ext. 462/471/472/473.

Portugal

Manufactured tobacco: tariff amendments. Portuguese *Diario do Governo* No. 185, 12 August 1975, published decree law 426/75, which amends the note to BN numbers 24.01 and 24.02.

The notes to the following BN numbers have been deleted: 24.01.02, 24.02.01, 24.02.02, 24.02.03, 24.02.04, 24.02.05 and 24.02.06.

The following notes have been added:

BN 24.02.01 Note: goods imported from the adjacent islands shall be dutiable at the rate of 23 escudos per kg

02 Note: goods imported from the adjacent islands shall be dutiable at the rate of 15 escudos per kg

03 Note: goods imported from the adjacent islands shall be dutiable at the rate of 13 escudos per kg

The note to BN 24.01.01 is amended to read as follows:

Note: Imports from the former overseas colonies will pay duties in accordance with article 1(1) of Decree-Law 45 592 of 4 March 1964.
Tobacco originating in the adjacent islands will be free of duty.

Inquiries: OTAR ext. 460/461.

Greece

Emergency import restrictions lifted. According to a translation of an extract from the Greek *Commercial Daily Express* the emergency measures introduced by decision 15,068, 9 March 1974, were lifted on 1 July 1975 with respect to most of the items covered.

Import approvals already granted for items now released from the customs regime of 9 March 1974 will be dealt with under the terms and requirements of that regime.

The customs regime of 9 March 1974 will continue to apply, until 31 December 1975, to the following:

a cars – these will remain on the 'F200' list.
b items covered under the following Greek tariff headings:

16.04, D1; 22.01, 07, 09, 10; 85.14, 15A3 from 85.15C; 87.09.

Items under the following Greek tariff numbers are being re-included in the customs regime in force prior to the regime of 9 March 1974:

ex 06.02; ex 06.02B; 06.03, 04; 24.02A, B; 33.06; 34.01; ex 40.11; 42.01-03; 42.05, 06; ex 49.09B1; 58.01-10; 59.02; 60.01-06; 61.01-11; 62.01-05; 69.04-14; 71.12, 13, 15, 16; 73.36, 40; 76.15; 82.08-15; 82.11A2; 83.01-15; 84.15B1; ex 84.15C; ex 84.40; ex 85.03, 06, 12, 23; 90.07; 91.01-04; 92.02-11, 13; ex 93.07 B2b1/bb; 94.03, 04; 97.01-03, 05; 98.10-13

Decision 1192/4 of 4 October 1973 dealing with import of certain basic foodstuffs has been abolished. Items under the following Greek tariff headings covered by this decision are re-included from 1 July 1975 in the following import lists:

Tariff class	New import list	Tariff class	New import list
04.02	F50-2	16.04A2a, B-G	Remains in list F
16.01A, B1	F100-2	16.05	F100-1
16.01B2A	Remains in list F	18.03	F50-2
16.01B2b	F100-2	19.02	Remains in list F
16.02	F100-2	21.02	F50-2
16.02B3al	F100-2	21.05	Remains in list F

Inquiries: OTAR ext. 439.

Livestock imports. The Greek press states that from 16 July 1975 the weight limit for import of live calves for fattening purposes has been reduced from 300 to 150kg on condition that the average weight per shipment does not exceed 130kg. According to *Na flemponki*, 17 July 1975, import duties on male calves imported for fattening purposes under tariff class 01.22 will be suspended from 1 February 1975 to 31 December 1975 until an annual figure of 75,000 is reached. Inquiries: OTAR ext. 439.

Israel

Standards. The Standards Institution of Israel has issued the following standards:

SI no. 891	Baby carriages
SI no. 790	Lead for half inch copper alloys tap with non-rising spindle
SI no. 207	Paraffin wax candles

The standards above have been declared official and compliance with them will become compulsory 60 days from 31 July 1975.

The Standards Institution of Israel issues an English translation of the standards and copies may be obtained from British Standards Institution Library, 2 Park Street, London W1 (tel. 01-629 9000, telex 266933). British exporters requiring technical advice are advised to contact Technical Help to Exporters, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts HB1 1BR (tel. 0442 3111, telex 82424). No further information is available. Inquiries: OTAR ext. 458/461.

CRE tel. Direct dialling **OTAR** telephone 01-248 5757
Extensions to OTAR numbers are given at the end of each notice

Registered trade marks

The lists of tariff, customs and import regulation changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Ivory Coast

Tariff regime. By Government Order 75-480 of 2 July 1975, certain fiscal duties for goods imported or exported from the Ivory Coast have been modified. Goods under the following tariff headings are affected: 02-01, 51-04, 53-11, 55-09, 56-07, 60-01, 73-12 on imports, and 03-01 and 44-05 on exports. Inquiries: OTAR ext. 472/462/471/473.

Biscuits, rice, vinylic compound: import regime. Imports into the Ivory Coast are affected by the following announcements:
Dry biscuits without cocoa containing less than 15 per cent sugar. By Arrete 0550 MC/MEF, dated 2 July 1975, the importation of biscuits under tariff heading 19-08-40 is suspended and those under tariff heading 19-08-90 cannot be effected without prior authorisation from the Direction du Commerce Exterieur.
Chlorure de polyvinile (or vinylic compound). By Arrete 142/MC/DCE, dated 17 July 1975, the importation into the Ivory Coast of vinylic compound under tariff heading 39-02-22 is forbidden.
Rice. By Arrete 0141, dated 10 July 1975, the importation into the Ivory Coast of rice under any condition (paddy, husked, whitened, broken, etc.) cannot be effected without prior authorisation from the Direction du Commerce Exterieur and are fixed by a charter party.
Inquiries: OTAR ext. 472/462/471/473.

Textiles: applications for import licences. It has been decided by the Ivory Coast's Direction du Commerce Exterieur that from now on the proforma invoices which have to be submitted with the applications for an import licence for textiles must in addition to other compulsory indications (number, date, signature, rubber stamp) show also the number of metres and the global or unit weight. Inquiries: OTAR ext. 472/462/471/473.

Nigeria

New regulations for entry of ships. Federal Ministry of Information News Release 847 of 9 August gives details of new regulations for the entry of ships into Nigerian ports. From 18 August all shipping companies/agents operating in Nigeria must register with the Nigerian Ports Authority and must give at least two months detailed notice of proposed sailings to Nigeria; the NPA will then confirm these dates or give suitable alternatives. It is hoped that these measures will enable the NPA to organise arrivals in Nigeria so as to minimise future berthing delays. Inquiries: CRE tel. 01-215 3064/3338.

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Sierra Leone

Customs tariff amendments. Public Notice 26 of 1975 published in the *Sierra Leone Gazette*, 26 June 1975, amends with effect from that date Part A of the First Schedule to the Customs Tariff Act 1968. Inquiries: OTAR ext. 473/472/471/462.

South Africa

Tariff application. Customs Tariff Application List No. 682, published in the South African *Government Gazette* of 29 August 1975, contains an application to the Board of Trade and Industries for increase in duty on the following:

1 Hooks and eyes on tape classifiable under tariff subheading 83.09.90;

2 Pushbutton automatic telephone dialling device with memory classifiable under tariff subheading 85.13.90;

3 Atrazine and weed-killers with atrazine as active ingredient classifiable under tariff subheadings 29.35.75 and 38.11.55. Note: this application supersedes the application published in Customs Tariff Application List No 679 of 1 August 1975, details of which were given in *Trade and Industry* of 8 August 1975;

4 a Shock absorbers and parts thereof classifiable under tariff subheading 87.06.75.90, and
b McPherson struts, strut inserts and cartridges classifiable under tariff subheading 87.06.90.90;

5 a Baths of cast iron classifiable under tariff subheading 73.38.70, and
b Baths of iron or steel (excluding those of cast iron) classifiable under tariff subheading 73.38.75.

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Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE tel. 01-215 5274.

Seychelles

Customs tariff amendments. The Seychelles Government has issued new schedules to the customs tariff. These are as follows:

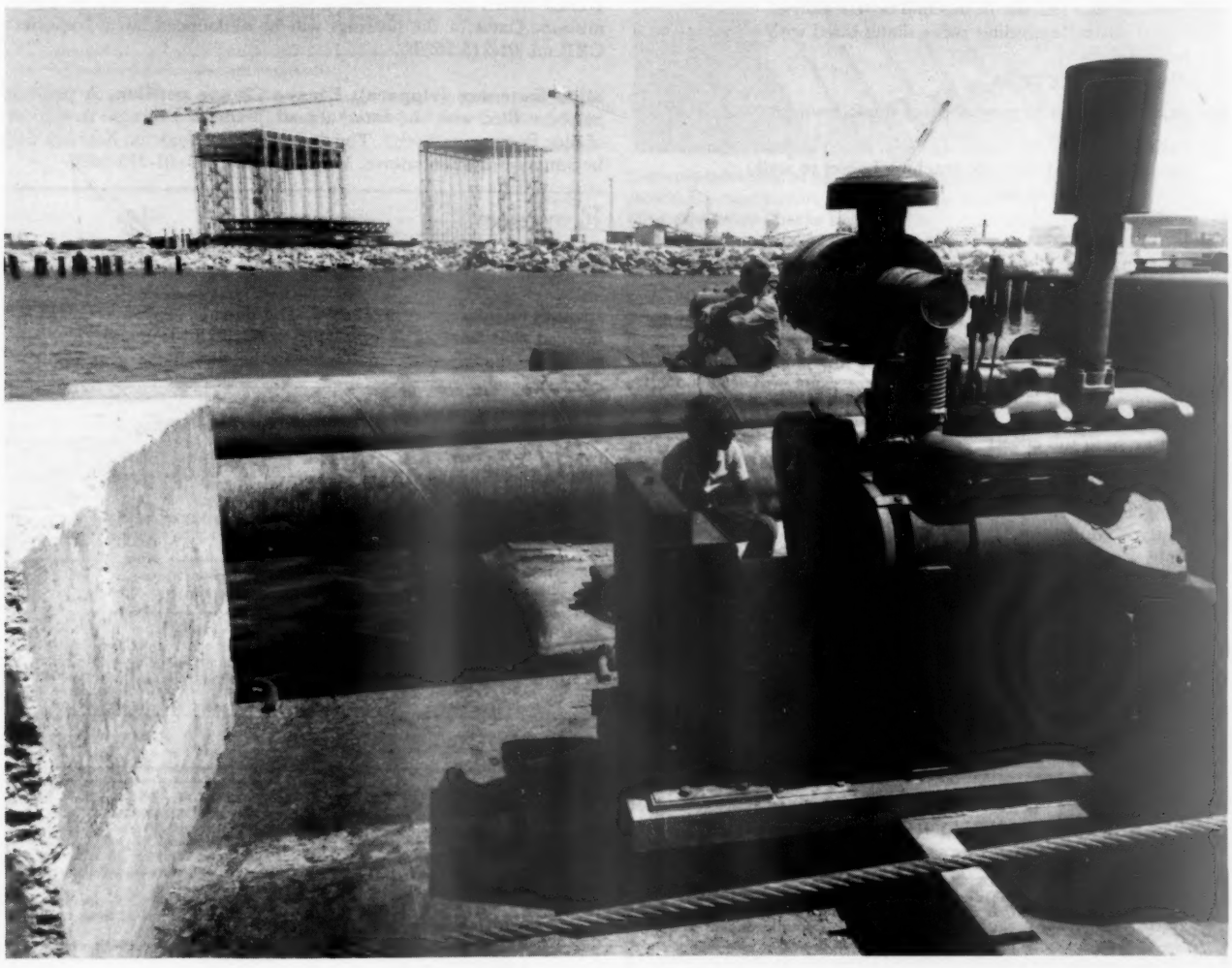
Schedule A – Commonwealth Preference Area
Schedule B – EEC Area
Schedule C – Rates of Import Duty
Schedule D – Exemptions and Remissions from Duty
Schedule E – Rates of Export Duty

Schedule C, which gives the revised list of items and rates of import duty, is now a three-column tariff – Preferential, EEC and General rate. The UK, together with other Commonwealth countries, attracts duty in the Preferential column. The goods included in this Schedule are no longer shown in alphabetical order but are grouped according to class (1 to 39).

These Schedules are too long to be reproduced here in full. Inquiries: OTAR ext. 471/472/473/462.

Sri Lanka

Motor vehicles. The *Official Gazette* of Sri Lanka, 28 May 1975, notified a new schedule of import duties. The revision, which represents a reduction in import duties of up to 50 per cent, covers private and commercial motor vehicles including public transport passenger vehicles (buses, coaches, etc.). Full details from OTAR ext. 471/472.



The dry dock at Dubai in the United Arab Emirates for which the Chelmsford division of Hawker Siddeley Power Engineering has recently won a £1¼ million electrification contract. Among the other Hawker Siddeley products employed during the construction of the huge dry dock project is this HR4 diesel engine made by R. A. Lister. The engine drives a hoist used on a piling barge. The £1¼ million order was placed by the UK joint venture of Costain Civil Engineeering and Taylor Woodrow International, the dry dock contractors. The dry dock complex will be the largest in the Middle East, with space for one 1 million tonne and two ½-million tonne tankers. Due to be completed in 1977 the complex will also include repair and maintenance facilities for berthing eight VLCCs (Very Large Crude Carriers) and support buildings for engineering, maintenance, stores, and general and administration services. The Hawker Siddeley Power Engineering order covers the design co-ordination, delivery, commissioning and testing of the electrical equipment for the 33kV and 6.6kV supply for the entire complex, including all the switchgear, transformers and cabling for 19 sub-stations. Much of the equipment supplied will be made by other Hawker Siddeley companies, including Brush Switchgear and Brush Transformers, both of Loughborough. and Crompton Parkinson cable works at Derby.

Japan

Safety standards for consumer products. Under the Consumer Product Safety Law which was promulgated on 6 June 1973 there are two types of safety markings:

Mandatory standards which require products to bear the 'S' mark, and
Voluntary standards drawn up by the Product Safety Association providing for products to bear the 'SG' (Safety Goods) mark.

Cabinet Ordinance (No. 48) issued on 5 March 1975 for compliance by 5 June 1976 sets mandatory standards for the following:

Household pressure cookers
Motor cyclists' safety helmets
Baseball safety helmets
Two types of bottles for carbonated drinks.

Cabinet Ordinance (No. 167) issued on 5 June 1975 for compliance by 5 September 1976 added mandatory standards for the following items:

Baby cribs (designed for babies under 24 months)
Metallic bats (for use in baseball or soft ball)
Roller skates (excluding roller skates fitted with wheels without bearings)
Mountaineering ropes.

Voluntary standards at present cover the following:

Perambulators
Baby walkers (devices for teaching babies to walk)
Children's exercise bars
Can openers
Spring mattresses

In addition voluntary safety standards are under consideration for the following:

Children's swings
Children's slides
Children's tricycles
Aluminium step ladders for home use
Shopping carts
Plastic bath tub covers
Bunk beds
Pedal cars
Sunglasses
Aquatic equipment
Baby carrying straps
Cotton-wool ear cleaners

British exporters requiring technical advice and details of these standards mentioned are advised to contact Technical Help to Exporters, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts HP2 45Q (tel. 0442-3111 Telex 82424). No further details are available but any inquiry from exporters should be addressed to OTAR ext. 420/7062.

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Australia

Anti-dumping legislation. A notice in *Trade and Industry*, 22 August 1975, reported the enactment of the Customs Tariff (Anti-Dumping) Act 1975. Copies of the Act are now available from Room 336, Department of Trade, 1 Victoria Street, London SW1H 0ET (tel. 01-215 5319). Ref. CRE 36493.

United States

Draft Treasury regulations on anti-dumping investigations. The United States *Federal Register*, 23 July 1975, published details of proposed amendments to the US Anti-Dumping Act of 1921. Comments and views have been invited, and should be made to the Commissioner of Customs by 22 September 1975. Details are available from CRE tel. 01-215 5397.

Non-rubber footwear: Escape Clause petition. An Escape Clause petition against non-rubber footwear imports into the United States has been filed with the International Trade Commission. Dates of the hearings will be announced later. Inquiries: CRE tel. 01-215 5629.

Slide fasteners (zippers): Escape Clause petition. A petition has been filed with the International Trade Commission in respect of slide fasteners (zippers). The date of the investigation hearings will be announced when known. Inquiries: CRE tel. 01-215 5629.

Ecuador

Import surcharge established. The Ecuadorean Government has decreed that from 22 August 1975 goods in Lists I and II will be subject to the following surcharges on the cif value.

LIST I

When payment terms are in excess of 360 days	No extra charge
From 271 to 360 days	Plus 5%
From 181 to 270 days	Plus 10%
From 91 to 180 days	Plus 15%
Up to 90 days	Plus 20%
Sight drafts	Plus 25%

Payment in advance is not allowed. This implies that letters of credit will not be permitted. Instalment payments will have the surcharge additions calculated on the above time scale basis.

LIST II
There will be a 60 per cent surcharge on all goods in List II.

EXEMPTIONS
Diplomatic imports, LAFTA and Andean Pact regional and subregional lists, vehicles for public transport including taxis, belongings of returning Ecuadoreans, professional equipment, and personal orthopaedic equipment imported by the user, such as artificial legs, etc.

Inquiries: OTAR ext. 474/476.

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Brazil

Proposed duty changes. The Brazilian Government has announced proposed duty changes as follows:

Light bulbs: proposed duty reduction. Customs Policy Council Edital 753, published in the *Diario Oficial*, 9 June 1975, gave notice of a proposed reduction in import duty on light bulbs, of tariff heading 85.20.17.99 as follows:

Tariff no.	Goods	Import duty
85.20.17.99	Other	55%
ex	Sealed light-bulbs, projection type having single or multiple filaments, incandescent, of 12 volts or more, giving a cold and concentrated light, for use in surgical lamps	9%

No further information is available at present.

Iced water producers: proposed duty reduction. Customs Policy Council Edital 754, published in the *Diario Oficial*, 5 June 1975, gave notice of a proposed reduction in import duty on iced water producers, of tariff heading 84.15.09.00 as follows:

Tariff no.	Goods	Import duty
84.15.09.00	Compact units (forming a single module) constituting single central iced water producers, suitable for installation as such or as part of air-conditioning or iced water distribution systems	205%
ex	Having a refrigerating power of over 600,000 kcal/hr. (200 TR)	30%

No further information is available at present.

Chemicals: proposed duty increases. Customs Policy Council Edital 755, published in the *Diario Oficial*, 5 June 1975, gave notice of proposed increases in import duty on chemicals of heading 38.19 as follows:

		Import duty	
Tariff no.	Goods	Present	Under study
38.19.27.00	Liquid polypropylene glycol	25%	55%
38.19.99.00 ex	Poly(oxy-ethylene) polyols Poly(oxy-propylene) polyols Poly(oxy-butylene) polyols Poly(oxy-tetramethylene) polyols, derivatives and mixtures of polyols for use in the manufacture of polyurethane foam of the flexible, semi-rigid, rigid and elastomer types	—	55%

No further information is available at present.

Power saws: proposed duty increase. Customs Policy Council Edital 756, published in the *Diario Oficial*, 16 June 1975, gave notice of the following proposed duty increase on power saws, of heading 84.49.02.01;

		Import duty	
Tariff no.	Goods	Present	Under study
84.49.02.01	Saws and cutting machines	30%	—
ex	Manual power saws	30%	60%

No further information is available at present.

Surgical rubber gloves: proposed duty increase. Customs Policy Council Edital 757, published in the *Diario Oficial*, 16 June 1975, gave notice of a proposed increase in the import duty on surgical rubber gloves, of tariff heading 40.13.02.02 from 55 per cent to 85 per cent. No further information is available at present.

Metampirona: proposed duty increase. Customs Policy Council Edital 758, published in the *Diario Oficial*, 19 June 1975, gave notice of a proposed increase in duty on phenyl-dimethyl-pirazolone-methyl-amino-methano-sulphonate of sodium (metampirona), of tariff heading 29.35.44.00, from 15 per cent to 45 per cent. No further information is available at present.

Film: proposed duty increase. Customs Policy Council Edital 762, published in the *Diario Oficial*, 14 July 1975, gave notice of a proposed increase in duty on films as follows:

Even the thickness of paint has to be checked in producing the new Apollo Olympic javelin, ordered by the Montreal Olympic Committee. Final dimension checks being carried out on the first quantity of new Apollo Olympic javelins ordered by the Olympic Committee for use at Montreal. The javelin has been developed from the Apollo Aerodyne DR with the aid of world-class javelin throwers in the United States, Germany and the UK by manufacturers Accles and Pollock Ltd. Available only in a top-performance version weighing 800gm. and distance rated at 90m., the Apollo Olympic combines refinements in aerodynamic profiling with subtle changes in weight distribution and surface area to give maximum 'carry'.

		Duty rate	
Tariff no.	Goods	Present	study study
39.02.04.99	Other	85%	
ex	Carbon coated film or sheet on a polyester base (unconventional carbon-paper)		105%
ex	Carbon coated film or sheet on a polypropylene base		105%

No further information is available at present.

Photographic gelatin: proposed duty abolition. Customs Policy Council Edital 763, published in the *Diario Oficial*, 18 July 1975, gave notice of the following proposed duty abolition:

		Duty rate	
Tariff no.	Goods	Present	Under study
35.03.01.01	Gelatin suitable for the preparation of photographic emulsion	15%	
ex	For use in X-ray films		0%

No further information is available at present.

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Automatic looms: proposed duty increases. Customs Policy Council Resolution 764, published in the *Diario Oficial*, 23 July 1975, gave notice of the following proposed duty increases on automatic looms:

Tariff no.	Goods	Duty rate Present	Under study
84.37.03.00	Automatic looms, with one shuttle of the spool-changer type	30%	55%
84.37.05.00	Automatic looms, with more than one shuttle	30%	55%

No further information is available at present.

Primary alcohols: proposed duty increase. Customs Policy Council Edital 765, published in the *Diario Oficial*, 23 July 1975, gave notice of a proposed increase in import duty as follows:

Tariff no.	Goods	Duty rates Present	Under study
15.10.03.05	Mixtures of primary aliphatic alcohols	25%	—
ex	Mixtures of primary aliphatic alcohols, containing alcohols whose molecules correspond to chains of six to 13 atoms, inclusive		55%

No further information is available at present.

Manganese-aluminium alloys: proposed duty reduction. Customs Policy Edital 766, published in the *Diario Oficial*, 23 July 1975, gave notice of the following proposed duty reduction:

Tariff no.	Goods	Duty rate Present	Under study
76.04.99.00	Other	45	
ex	Special alloy of aluminium-manganese in sheets, with a minimum content of 98% aluminium, for the production of electrolytic capacitors		7%

There is no further information at present.

Silicon: proposed duty increase. Customs Policy Council Edital 767, published in the *Diario Oficial*, 23 July 1975, gave notice of a proposed increase in import duty on silicon, of tariff heading 28.04.03.05, from 15 per cent to 37 per cent. There is no further information available at present.

Copper powder and flakes: duty reduction. Customs Policy Council Resolution 2,483, published in the *Diario Oficial*, 23 June 1975, reduced the import duty on copper powder and flake under tariff heading 74.06.00.00, from 115 per cent to 15 per cent.

Electrical brushes: tariff amendment. Customs Policy Council Resolution 2,484, published in the *Diario Oficial*, 23 June 1975, made public the following tariff amendment to heading 85.24:

Tariff heading	Goods	Import duty
85.24.03.00	Brushes for electrical machinery	17%
ex	Brushes for apparatus for heading 85.08	47%
85.24.99.00	Others	17%
ex	Sheets of graphite metal intended to use in the manufacture of brushes for motor vehicles	47%

Inquiries: OTAR ext. 467/474.

Duty changes. The Brazilian authorities have announced changes in import duties as follows:

Compound fertiliser: duty exemption. Customs Policy Council Resolution 2,468 published in the *Diario Oficial*, 5 June 1975, exempted from import duty compound fertiliser, impregnated in vegetable fibre, in the appropriate form for receiving plant cuttings, under tariff heading 31.05.99.00. This concession will have a validity of one year, until 5 June 1976.

Ships for scrap: duty abolished. Customs Policy Council Resolution 2,469, published in the *Diario Oficial*, 12 June 1975, reduced the duty on the import of ships unserviceable for navigation, intended for scrap, under tariff heading 89.04.00.00 from 7 per cent to nil.

Headings 71.01 to 71.09. Customs Policy Council Resolution 2,470, published in the *Diario Oficial*, 16 June 1975, amended the import duty rates on a large number of goods under tariff headings 71.01 to 71.09, inclusive. The rates range from nil to 30 per cent.

Newsprint: duty exemption. Customs Policy Council 2,474, published in the *Diario Oficial*, 12 June 1975, exempted from import duty newsprint, ordinary and offset types, not water-marked, suitable for printing newspapers, magazines and books, under heading 48.01.02.02, when imported by newspapers, publishers or printers for their own use.

Textile printing transfers: duty reduction. Customs Policy Council Resolution 2,478, published in the *Diario Oficial*, 23 June 1975, reduced the import duty on transfers for printing woven and knitted material, of heading 49.08.03.00, from 145 per cent to 45 per cent.

Corundum. Customs Policy Council Resolution 2,479, published in the *Diario Oficial*, 23 June 1975, made public the following amendment to the tariff on corundum under heading 28.20.03.00:

28.20.03.00	Artificial corundums	15%
ex	White artificial corundums, with a granularity of up to 220 mesh	30%

'Pure Pak': duty reduction. Customs Policy Council Resolution 2,480, published in the *Diario Oficial*, 23 June 1975, reduced the import duty from 185 per cent to 55 per cent on a quota of 26,000,000 units of 'Pure Pak' plasticised cardboard packaging, of a capacity of 1 litre, under tariff heading 48.16.99.00. This concession will have a validity of one year, until 23 June 1976.

Inquiries: OTAR ext. 476/474.

Raw lead: reference prices. Customs Policy Council Resolution 2,475, published in the *Diario Oficial*, 23 June 1975, established reference prices for refined and unrefined raw lead, under tariff headings 78.01.01.00 and 78.01.02.00. The prices are US$603.00 per tonne cif for unrefined raw lead and US$632.00 per tonne cif for refined lead. Inquiries: OTAR ext. 476/474.

Insulin crystals: duty exemption. Customs Policy Council Resolution 2.473, published in the *Diario Oficial*, 16 June 1975, exempted from import duty a quota of 400.000 i.u. of insulin crystals, under tariff heading 29.39.31.00. The concession will be valid until 31 December 1975. Inquiries: OTAR ext. 476/474.

Nickel sulphate: duty reduction and reference price. Customs Policy Council Resolutions 2.481 and 2.482, published in the *Diario Oficial*, 23 June 1975, revoked the reference price for, and reduced the duty on, nickel sulphate of tariff heading 28.38.31.00.

Resolution 2.481 reduced the import duty to 15 per cent by the revocation of Resolution 2.258, which increased it to 45 per cent.

Resolution 2.482 revoked the reference price laid down in Resolution 1.049 of 8 July 1971. There is now no reference price for this product. Inquiries: OTAR ext. 476/474.

Reference prices. The Brazil authorities have established reference prices as follows:

Chemicals. Customs Policy Council Resolutions 2.462, 2.463 and 2.464, published in the *Diario Oficial*, 30 May 1975, established the following reference prices for chemicals.

Tariff heading	Goods	Reference price (US$/tonne/cif)
29.06.99.00	Nonyl phenol	1.119.00
34.01.01.01	Solid polyethylene glycol	202.00
34.02.01.99 34.02.99.00	Ethoxylated nonyl phenol	1.183.00
38.19.26.00	Liquid polyethylene glycol	1.055.00
38.19.27.00	Liquid polypropylene gycol	1.250.00
38.19.99.00	Poly (oxy-ethylene) polyols Poly (oxy-butylene) polyols Poly (oxy-tetremethylene) polyols, their mixtures and derivatives, for use in the manufacture of polyurethane foam of the flexible, semi-rigid, rigid and elastomer types	1.250.00
39.01.01.99	Co-polymers of: Poly (oxy-ethylene) polyols Poly (oxy-propylene) polyols Poly (oxy-butylene) polyols Poly(oxy-tetramethylene) polyols	1.250.00

Titanium dioxide based pigments. Customs Policy Council Resolutions 2.471 and 2.472, published in the *Diario Oficial*, 16 June 1975, established reference prices for titanium dioxide based pigments as follows:

Tariff heading	Goods	Reference price (US$/tonne/cif)
32.07.03.02	Pigments based on titanium dioxide (rutile type)	1.337.00
32.07.03.03	Pigments based on titanium dioxide (anatase type)	1.314.00

Styrene monomer. Customs Policy Council Resolution 2.466, published in the *Diario Oficial*, established a reference price for styrene monomer, under tariff heading 29.01.35.00 of US$615.00 per tonne, cif.

Acrylic resins. Customs Policy Council Resolution 2.467, published in the *Diario Oficial*, 30 June 1975, established a reference price for acrylic resins for injection or extrusion, of tariff heading 39.02.02.09, of US$2.14 per tonne, cif. Inquiries: OTAR ext. 476/474.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1970	1970	1970	1970	1970							
£m in base year		31,365	9 223	2,029	2,090	series in £ million				series in £ million		
1970	100	100	100	100	100	439	325	68	−30	698	−11	709
1971	101	103	100	98	104	76	−148	52	−10	1,052	273	778
1972	104	109	106	86	117	−54	−175	48	−11	82	−683	765
1973	110	114	110	92	125	706	396	102	334	−1,113	−2,301	1,188
1974	110	114	108	103	113	288	666	81	−68	−3,771	−5,259	1,488
1972 2nd qtr.	104	108	106	85	118	−31	−81	1	33	123	−67	190
3rd qtr.	104	110	106	83	115	−7	−35	6	−16	−109	−284	175
4th qtr.	107	111	108	84	124	18	13	24	−10	−17	−209	192
1973 1st qtr.	110	115	112	90	130	279	166	37	51	−184	−354	170
2nd qtr.	109	112	107	87	118	191	88	3	185	−209	−401	192
3rd qtr.	110	114	111	96	120	102	46	29	47	−229	−569	340
4th qtr.	110	114	111	94	132	134	96	32	51	−491	−977	486
1974 1st qtr.	106	113	112	102	112	−249	−31	18	−59	−935	−1,279	344
2nd qtr.	110	112	105	101	110	193	191	43	27	−955	−1,316	361
3rd qtr.	112	114	106	102	119	240	368	3	−14	−830	−1,210	380
4th qtr.	110	116	107	106	113	104	139	17	−22	−1,051	−1,454	403
1975 1st qtr.	111	116	108	98	102	−79	21	−31	−57	−342	−716	374
2nd qtr.		114		91	99		−126	−72	−52	−116	−476	360 p
% change last 2 qtrs. on prev. 2 qtrs.	+0.2	N/C	+1.9	−9.1	−13.4							
on a year earlier	+2.8	+2.2	−3.6	−6.9	−9.5							

	Index of industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices		Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Exports	Imports
				monthly averages	Index‡	% increase on a year earlier				mid-month count	% of total employees	mid-month count	totals	
Base of index	1970	1970	1971		Jan. 1974		1970	1970	31 July 1972				Series in	
£m in base year			15,895	thousands						thousands		thousands	£ million	
1971	100.5	99.7	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	737	3.2	129	8,801	8,528
1972	102.6	102.3	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	816	3.6	145	9,147	9,830
1973	110.2	110.9	110.7	137.3	179.4†	9.2	144.5	123.2•	115.6	581	2.6	304	11,512	13,813
1974	106.4	108.0	109.9	102.7	108.5	16.0	215.3	152.0	138.7	572+	2.5+	298+	16,589	20,848
1973 4th qtr.	109.8	110.9	112.0	119	186.8†	10.3	167.6	129.1	121.0	494	2.2	361	3,048	4,025
1974 1st qtr.	103.7	106.0	109.8	103	101.4	12.9	212.5	138.3	125.0	546	2.4	286	3,500	4,779
2nd qtr.	108.0	109.6	107.3	104	107.5	15.8	213.7	148.9	132.3	552	2.4	311	3,900	5,216
3rd qtr.	108.7	110.3	111.0	109	110.2	17.0	212.9	156.1	144.0	592	2.6	306	4,161	5,371
4th qtr.	105.3	106.1	111.6	96	115.1	18.2	222.1	164.9	153.5	..	..	..	4,029	5,482
1975 1st qtr.	104.5	105.5	111.5	106	122.0	20.3	220.9	176.0	163.6	701	3.1	..	4,571	5,287
2nd qtr.	100.8	101.2	108.7	91	133.6	24.3	225.5 p	186.3 p	176.2	814	3.6	166	4,382	4,832
1974 Aug.	109.1	111.2	111.4	102	109.8	16.9	213.7	156.1	145.6	597	2.6	301	1,378	1,787
Sept.	107.7	109.0	112.2	118	111.0	17.1	212.8	158.6	146.4	603	2.7	301	1,446	1,816
Oct.	106.7	107.1	111.4	102	113.2	17.1	220.1	162.2	148.7	607	2.7	294	1,347	1,841
Nov.	106.2	107.3	112.8	98	115.2	18.3	223.8	164.8	153.9	613	2.7	273	1,296	1,896
Dec.	102.9	103.8	110.8	87	116.9	19.1	222.5	167.6	158.0	..	..	..	1,386	1,745
1975 Jan.	105.0	106.8	113.0	109	119.9	19.9	222.1	173.0	159.7	678e	3.0	..	1,571	1,856
Feb.	105.0	106.4	112.3	113	121.9	19.9	218.8	175.9	162.0	705	3.1	192	1,451	1,765
Mar.	103.4	103.3	109.4	97	124.3	21.2	221.9	179.2	169.0	722	3.2	186	1,549	1,666
Apr.	101.9	102.5	120.2	89	129.1	21.7	222.9	182.5	170.1	760	3.3	173	1,362	1,644
May	100.5	100.6	102.5	90	134.5	25.0	226.2	187.3	176.4	817	3.6	156	1,582	1,590
June	100.0	100.6	104.5	95	137.1	26.1	227.5 p	189.0 p	182.2	864	3.8	141	1,438	1,598
July			104.5 p	89 p	138.5	26.3	232.3 p	191.5 p	184.1	938	4.1	129	1,548 p	1,840 p
Aug.										967	4.2	134		
% change latest 3 months on prev. 3 months	−3.5	−4.1	−8.5	−8.1	+9.3		+3.4	+5.6	+8.3	+20.5		−21.5	+2††	+7††
on a year earlier	−6.6	−7.6	−3.5	−14.9	+5.8		+7.5	+25.1	+32.7	+59.5		−56.8	+15††	−5††

(‡) Not seasonally adjusted. (§) On a balance of payments basis. • After April 1973, affected by changes due to VAT. † Base of index Jan. 1962 = 100.
+ Average of 11 months. e Figure is estimate. †† Latest 5 months on previous 5 months and on 5 months on year earlier.

Capital expenditure of the manufacturing, distributive and service industries in the second quarter of 1975

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

Provisional estimates show further falls in the volume of capital expenditure in these industries in the second quarter.

Manufacturing industry

Capital expenditure by manufacturing industry in the second quarter of 1975 is provisionally estimated at £462 million, at 1970 prices, seasonally adjusted, 7 per cent less than in the first quarter. This is a similar fall to that recorded between the fourth quarter of 1974 and the first of this year, and brings the volume of capital expenditure in the first half of this year to a level about 9 per cent below that in the second half of 1974.

The fall in expenditure on vehicles has been much greater than on the other assets, expenditure in the first half of 1975 being estimated at 25 per cent below that in the second half of 1974. Corresponding falls in new building work and plant and machinery were 7 per cent and 8 per cent, respectively.

Distributive and service industries (excluding shipping)

Provisional estimates indicate that the capital expenditure of the distributive and service industries (excluding shipping) was £428 million at 1970 prices, seasonally adjusted, in the second quarter of 1975, 1 per cent lower than in the previous quarter. This further fall continues the decline since the end of 1973 and the volume of investment in the first half of 1975 was 14 per cent below that in the corresponding period of 1974. Between the second half of 1974 and the first half of 1975, the decline was 10 per cent, the reduction being greatest for vehicles, 18 per cent, while plant and machinery fell by 12 per cent and on new building work by 5 per cent.

Shipping

Estimates in this series tend to show rather wide fluctuations from one quarter to another, but the provisional estimate for the second quarter is £88 million, at 1970 prices, seasonally adjusted, 10 per cent below the figure for the previous quarter. In the first half of 1975, the volume of investment rose by 19 per cent compared with that in the first half of 1974. Between the second half of 1974 and the first half of 1975, however, there was a reduction of 25 per cent.

Note

The estimation of changes in the volume of capital expenditure (as

TABLE 1 Fixed capital expenditure at 1970 prices seasonally adjusted of manufacturing, distributive and service industries

£ million

Period	Total	Analysis by industrial sectors: Manufacturing industries	Distributive and service industries (excluding shipping)	Shipping industry	Analysis by type of asset: New building work	Vehicles	Plant and machinery
1960	2,582	1,436	955	192	765	517	1,300
1961	2,934	1,706	1,075	153	906	490	1,538
1962	2,778	1,575	1,075	129	909	438	1,432
1963	2,633	1,381	1,146	106	812	466	1,355
1964	3,062	1,561	1,344	157	922	590	1,550
1965	3,224	1,726	1,372	126	975	565	1,684
1966	3,228	1,774	1,334	120	938	556	1,733
1967	3,314	1,738	1,407	170	939	603	1,772
1968	3,703 (3,615)*	1,851 (1,800)*	1,561 (1,554)*	290 (260)*	963	759 (729)*	1,980 (1,922)*
1969	3,860 (3,948)*	1,978 (2,029)*	1,650 (1,657)*	233 (263)*	1,044	724 (754)*	2,092 (2,150)*
1970	4,220	2,130	1,726	364	1,064	852	2,305
1971	4,156	1,991	1,801	364	1,112	820	2,224
1972	4,176	1,738	1,956	482	1,038	1,001	2,136
1973	4,476	1,864	2,114	498	1,076	1,077	2,323
1974	4,455	2,087	1,959	409	1,103	957	2,395
1970 1st quarter	1,012	513	420	79	256	202	555
2nd quarter	1,063	535	435	93	266	219	579
3rd quarter	1,057	537	431	89	265	211	581
4th quarter	1,088	546	440	102	277	221	591
1971 1st quarter	1,020	513	437	71	275	183	562
2nd quarter	1,050	499	447	104	276	222	552
3rd quarter	1,058	497	460	101	280	214	564
4th quarter	1,028	482	457	88	287	201	546
1972 1st quarter	1,029	459	463	107	260	226	543
2nd quarter	1,047	429	491	128	260	254	532
3rd quarter	1,025	423	491	111	254	245	526
4th quarter	1,074	428	510	136	264	275	535
1973 1st quarter	1,138	458	526	154	269	296	573
2nd quarter	1,057	443	515	99	267	237	554
3rd quarter	1,115	488	528	99	280	246	589
4th quarter	1,166	476	545	146	261	297	608
1974 1st quarter	1,101	519	511	72	284	212	605
2nd quarter	1,086	513	487	86	271	222	592
3rd quarter	1,135	516	485	135	275	271	590
4th quarter	1,132	539	476	117	273	252	608
1975 1st quarter	1,030	497	434	99	266	213	551
2nd quarter	978	462	428	88	250	192	537

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 54 per cent of all UK capital formation in 1973. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and the public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (eg by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

* After allowing for expenditure, brought forward into 1968 and 1969 to secure the higher rate of investment grants which ended on 31 December 1968, estimated at £51 million for manufacturing industry, £7 million for distributive and service industry, and £30 million for shipping. The estimate for shipping is particularly uncertain because of the erratic nature of this industry's capital expenditure, while that for the distributive and service industries is uncertain because of the smallness of the effect.

Nearly all the capital expenditure by the shipping industry relates to ships, which are included under 'Vehicles' the rest of which consists largely of road vehicles.

For other footnotes, see end of article.

TABLE 2 Fixed capital expenditure of manufacturing industry at 1970 prices seasonally adjusted

£ million

Period	Total all manufacturing industries	Analysis by industry group: Food, drink and tobacco	Coal and petroleum products	Chemicals	Metal manufacture	Engineering, shipbuilding and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	Analysis by type of asset: New building work	Vehicles	Plant and machinery
1960	1,436.0	176.7	40.3	181.6	266.7	292.6	144.4	115.7	90.2	127.8	336.4	81.7	1,017.9
1961	1,705.9	185.5	43.0	221.5	359.1	321.8	183.9	141.6	100.3	139.2	416.2	76.2	1,213.5
1962	1,575.1	188.0	32.1	219.7	315.7	279.3	179.3	121.5	100.8	138.7	387.9	67.3	1,119.9
1963	1,381.2	189.6	41.6	172.7	186.3	277.9	168.2	111.3	100.2	133.4	299.9	81.2	1,000.1
1964	1,560.8	213.5	47.4	214.8	156.2	331.8	162.1	150.9	115.5	168.6	342.4	97.7	1,120.7
1965	1,726.0	215.1	47.5	274.0	150.6	354.8	181.0	173.3	127.0	202.7	384.0	102.2	1,239.8
1966	1,773.7	203.3	78.1	304.8	151.5	361.6	193.5	164.3	111.1	205.8	363.4	98.3	1,312.0
1967	1,737.7	236.5	123.7	256.1	155.4	353.2	194 6	133 0	109.0	176.2	319.6	99.5	1,318.6
1968	1,851.2 (1,800.2)	*247.1	127.7	256.0	145.8	392.2	172.2	176.7	112.2	221.3	335.9	109.2	1,406.1 (1,355.1)*
1969	1,977.5 (2,028.5)	*238.8	102.9	296.4	167.9	394.0	208.7	189.4	121.3	258.1	390.1	115.9	1,471.5 (1,522.5)*
1970	2,129.8	246.4	82.8	382.3	256.4	422.3	233.4	170.9	134.2	201.1	391.2	114.7	1,623.9
1971	1,990.7	248.6	118.5	333.9	296.3	373.3	149.2	144.4	110.8	215.7	357.1	113.4	1,520.2
1972	1,737.5	259.1	101.7	240.5	234.5	343.2	96.9	119.9	102.2	219.5	306.3	121.2	1,310.0
1973	1,864.4	286.0	41.2	193.3	212.5	428.3	142.6	178.8	124.2	257.5	322.0	133.8	1,408.6
1974	2,087.1	294.5	44.6	241.2	255.5	476.4	161.2	198.3	152.7	262.7	360.8	144.4	1,581.9
1970 1st quarter	512.5	60.9	19.1	92.3	48.9	104.4	56.1	43.8	35.8	51.2	93.9	29.5	389.1
2nd quarter	534.6	65.8	21.2	93.9	58.7	106.2	59.4	44.9	33.7	50.8	99.1	29.1	406.4
3rd quarter	536.6	56.2	21.2	96.7	63.6	107.2	62.5	44.5	32.3	49.4	98.0	29.0	409.6
4th quarter	546.1	63.5	18.3	99.4	85.2	104.5	55.4	37.7	32.4	49.7	100.2	27.1	418.8
1971 1st quarter	512.8	62.2	25.5	88.7	73.0	103.2	40.3	40.8	27.8	51.3	91.1	28.0	393.7
2nd quarter	498.5	61.5	26.1	78.5	71.4	96.4	40.8	39.4	29.2	55.2	89.7	29.0	379.8
3rd quarter	497.1	62.2	31.8	84.8	77.0	89.9	36.5	32.2	27.3	55.4	87.0	27.2	382.9
4th quarter	482.3	62.7	35.1	81.9	74.9	83.8	31.6	32.0	26.5	53.8	89.3	29.2	363.8
1972 1st quarter	458.5	59.9	30.8	69.7	84.5	82.5	25.8	25.8	22.2	57.3	81.0	27.5	350.0
2nd quarter	428.6	63.2	27.0	62.8	62.3	80.8	22.7	30.1	25.5	54.2	77.7	28.9	322.0
3rd quarter	422.8	67.2	22.7	57.4	53.2	88.0	22.9	30.4	26.8	54.2	76.2	31.4	315.2
4th quarter	427.6	68.8	21.2	50.6	54.5	91.9	25.5	33.6	27.7	53.8	71.4	33.4	322.8
1973 1st quarter	457.8	74.1	18.8	49.9	58.8	97.1	32.0	39.2	30.3	57.6	73.9	33.3	350.6
2nd quarter	442.9	63.5	18.6	49.1	39.8	105.7	33.3	39.9	30.2	62.8	75.3	31.3	336.3
3rd quarter	487.6	71.5	14.2	47.4	58.9	110.7	37.7	48.7	31.6	66.9	86.8	34.3	366.5
4th quarter	476.1	76.9	−10.4	46.9	55.0	114.8	39.6	51.0	32.1	70.2	86.0	34.9	355.2
1974 1st quarter	519.1	77.8	9.4	53.9	56.0	122.3	41.7	50.5	35.3	72.2	90.7	35.7	392.7
2nd quarter	513.1	75.8	9.5	55.4	61.9	115.9	40.3	49.5	38.2	66.6	86.8	36.0	390.3
3rd quarter	515.7	72.6	11.8	60.6	59.2	119.0	39.9	50.9	38.4	63.3	88.5	36.9	390.3
4th quarter	539.2	68.3	13.9	71.3	78.4	119.2	39.3	47.4	40.8	60.6	94.8	35.8	408.6
1975 1st quarter	496.6	65.5	12.2	77.0	72.0	104.8	37.4	38.2	35.7	53.8	89.5	29.3	377.8
2nd quarter	462.0										80.4	24.9	356.7

The main revision to Q4 1973 is due to a disposal of plant to a leasing company. A corresponding addition has been made to the 'Other Industries' figures in Table 3.

TABLE 3 Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1970 prices seasonally adjusted

£ million

Period	Total	Analysis by industry group: Wholesale distribution	Retail distribution	Other industries	Analysis by type of asset: New building work	Vehicles	Plant and machinery
1960	955	127	211	617	428	245	282
1961	1,075	136	235	705	490	261	324
1962	1,075	129	226	720	519	244	312
1963	1,146	140	242	765	510	282	355
1964	1,344	164	273	907	578	337	429
1965	1,372	163	255	953	586	342	444
1966	1,334	147	231	956	570	342	421
1967	1,407	170	225	1,012	616	338	453
1968	1,561 (1,554)*	166	283	1,112 (1,105)*	624	368	570 (563)*
1969	1,650 (1,657)*	160	295	1,195 (1,202)*	650	385	615 (622)*
1970	1,726	176	299	1,252	667	387	673
1971	1,801	185	334	1,283	753	355	694
1972	1,956	198	400	1,358	729	421	806
1973	2,114	197	442	1,475	753	454	907
1974	1,959	174	401	1,384	739	410	810
1970 1st quarter	420	43	76	301	161	95	165
2nd quarter	435	47	74	315	164	99	171
3rd quarter	431	46	75	310	166	96	169
4th quarter	440	40	74	326	176	96	168
1971 1st quarter	437	44	81	312	183	87	167
2nd quarter	447	47	86	314	185	92	169
3rd quarter	460	47	85	328	193	89	178
4th quarter	457	47	81	329	192	86	179
1972 1st quarter	463	49	91	324	177	99	187
2nd quarter	491	50	96	345	183	104	205
3rd quarter	491	47	104	341	177	106	207
4th quarter	510	53	110	348	193	111	207
1973 1st quarter	526	51	104	371	195	113	219
2nd quarter	515	50	113	353	191	107	217
3rd quarter	528	48	115	365	192	116	220
4th quarter	545	48	110	387	174	119	251
1974 1st quarter	511	46	101	364	193	107	211
2nd quarter	487	43	96	348	184	102	201
3rd quarter	485	46	96	344	185	101	199
4th quarter	476	39	108	329	177	101	199
1975 1st quarter	434	35	87	311	176	86	172
2nd quarter	428				169	79	180

The main revision to Q4 1973 is due to an acquisition of plant from a manufacturing company. A corresponding reduction has been made to Table 2.

distinct from changes at current prices) is subject to greater error when price rises are larger, and this should be borne in mind when using the figures.

Revisions to the series

The results of annual surveys, with their greater coverage, are used to update the quarterly figures which are derived from smaller sample surveys. The figures for manufacturing industry have been revised to take into account the final results of the 1971 Annual Census of Production, final results for many industries of the 1972 Census and provisional results of the 1973 Census. The data for the distributive and service industries have been revised to take account of certain annual inquiries in respect of 1972 and 1973. All 1974 figures have been amended to take account also of returns received too late for the quarterly calculation.

Seasonal adjustments have also been revised as a consequence of these revisions and of taking account of 1974 patterns.

The 1974 figures for manufacturing industry expenditure at both current and constant prices differ from those being published in the National Income and Expenditure 'Blue Book' owing to an error in the engineering industry figures discovered too late to be corrected in the 'Blue Book'.

NOTES TO TABLES

Capital expenditure comprises expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

The analysis by industry group follows the Standard Industrial Classification Revised 1968 edition:

Manufacturing Orders III to XIX

Distributive Trades Order XXIII

Wholesale MLH 810, 811, 812, 831, 832 (except leasing by Finance Houses and similar businesses)

Retail MLH 820, 821

Other Industries Order XX (Construction); XXII (Transport and Communication) excluding 701 – Railways, 706 – Port and Inland Water Transport, 707 – Air Transport and 708 – Postal Services and Telecommunications; XXIV (Insurance, Banking, Finance and Business Services) including leasing by Finance Houses and similar Businesses and excluding Trustee Savings Banks; XXV (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXVI (Miscellaneous Services).

The estimates, with the exception of those for manufacturing industry in Table 2, are shown to the nearest £m but should not be regarded as accurate to this degree and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments. Also, there may be an apparent discrepancy between the totals and the sum of the constituent parts due to rounding.

TABLE 4 Fixed capital expenditure at current prices of manufacturing, distributive and service industries

£ million

Period		Total	Manufacturing industry	Distributive and service industries (excluding shipping)	Shipping industry
1960		1,912	1,021	728	162
1961		2,213	1,248	833	132
1962		2,148	1,182	859	107
1963		2,094	1,068	942	84
1964		2,477	1,232	1,122	123
1965		2,694	1,423	1,171	100
1966		2,787	1,517	1,172	99
1967		2,861	1,485	1,236	140
1968		3,304	1,639	1,418	247
1969		3,597	1,822	1,558	217
1970		4,220	2,130	1,726	364
1971		4,513	2,187	1,942	384
1972		4,836	2,042	2,241	553
1973		5,772	2,428	2,709	635
1974		6,800	3,242	2,956	603
1970	1st quarter	939	465	404	71
	2nd quarter	1,033	511	427	95
	3rd quarter	1,043	546	420	77
	4th quarter	1,205	608	476	122
1971	1st quarter	1,044	523	457	65
	2nd quarter	1,098	519	471	108
	3rd quarter	1,136	560	483	93
	4th quarter	1,234	585	532	118
1972	1st quarter	1,132	512	515	105
	2nd quarter	1,166	476	550	140
	3rd quarter	1,161	503	546	111
	4th quarter	1,378	551	630	197
1973	1st quarter	1,383	565	653	166
	2nd quarter	1,296	536	642	118
	3rd quarter	1,401	636	656	109
	4th quarter	1,692	692	758	242
1974	1st quarter	1,526	722	714	90
	2nd quarter	1,543	723	702	118
	3rd quarter	1,722	821	726	174
	4th quarter	2,010	975	814	221
1975	1st quarter	1,770	877	754	139
	2nd quarter	1,742	845	763	135

Manufacturers' and distributors' stocks in the second quarter of 1975

Manufacturing industry

Manufacturers' stocks are provisionally estimated to have fallen by nearly £130 million at 1970 prices, seasonally adjusted, in the second quarter of 1975. This is the first overall fall for 2½ years apart from the three day week period in the first quarter of 1974.

There were reductions in stocks of all three assets. In work in progress and finished goods, the reductions followed four quarters of stockbuilding, at a rapid rate for finished goods. In materials and fuel, the reduction started in the first quarter of 1975 but the fall in the second quarter is estimated to have been considerably less than in the previous quarter.

The stocks/output ratio rose further in the second quarter as production fell more sharply than the level of stocks. It is estimated to have been 108.4 (end 1969 = 100) at end of June.

Distributive industries

Wholesalers' stocks are provisionally estimated to have fallen by about £70 million at 1970 prices, seasonally adjusted, in the second quarter of 1975. Retailers' stocks fell by about £50 million on the same basis.

Note

The estimation of physical changes in stock is subject to greater error when price increases are larger, and this should be borne in mind in using the figures.

Revisions to the series

The results of the annual surveys, with their greater coverage, are used to update the quarterly figures, which are derived from smaller

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sample surveys. The figures for manufacturing industry have been revised to take into account final results of the 1971 Annual Census of Production and, for the majority of industries, of the 1972 Census. The figures for wholesaling have been revised to take account of the 1973 annual inquiries. The series for retailing now incorporates further results from the 1971 Census of Distribution and the results of the 1973 annual inquiry.

In addition to the revisions arising from the above changes, 1974 figures for the manufacturing and wholesaling industries have been amended to take account of returns received too late for the quarterly calculations and of other additional information from contributors. Seasonal adjustments for all industries have also been recalculated to take account of the revised data for the three years 1971/73 and of the 1974 quarterly patterns.

TABLE 1 Value of physical increase of manufacturers' and distributors' stocks at 1970 prices seasonally adjusted

£ million

	Total	Manu-facturing	Wholesaling	Retailing
Level of stocks at end 1974	14,581	10,753	1,918	1,910
1960	777	654	75	48
1961	341	263	41	37
1962	−3	−40	31	6
1963	192	103	35	54
1964	834	653	118	63
1965	556	460	67	29
1966	358	315	28	16
1967	139	71	17	51
1968	435	269	85	81
1969	377	310	42	25
1970	363	325	68	−30
1971	−106	−148	52	−10
1972	−138	−175	48	−11
1973	832	396	102	334
1974	679	666	81	−68
1970 1st quarter	29	54	5	−30
2nd quarter	141	119	18	4
3rd quarter	83	70	16	−3
4th quarter	110	82	29	−1
1971 1st quarter	8	26	14	−32
2nd quarter	−69	−95	26	—
3rd quarter	−26	−42	9	8
4th quarter	−19	−36	3	14
1972 1st quarter	−73	−72	17	−18
2nd quarter	−47	−81	1	33
3rd quarter	−45	−35	5	−16
4th quarter	27	13	24	−10
1973 1st quarter	254	166	37	51
2nd quarter	277	88	3	185
3rd quarter	123	46	29	47
4th quarter	179	96	32	51
1974 1st quarter	−72	−31	18	−59
2nd quarter	261	191	43	27
3rd quarter	357	368	3	−14
4th quarter	134	139	17	−22
1975 1st quarter	−67	21	−31	−57
2nd quarter	−250	−126	−72	−52

TABLE 2 Value of the physical increase of stocks held by manufacturing industry at 1970 prices seasonally adjusted

£ million

	Analysis by industry group							Analysis by type of asset		
	All manu-facturing industries	Food, drink and tobacco	Chemicals, coal and petroleum products	Metal manu-facture	Engineer-ing, ship-building, vehicles and metal goods	Textiles, leather and clothing	Other manu-facturing industries	Materials and fuel	Work in progress	Finished goods
Level of stocks at end 1974	10,753	1,421	1,140	790	5,305	917	1,181	3,925	4,103	2,725
1960	654	66	46	110	311	37	82	309	134	211
1961	263	23	33	11	141	13	42	69	92	102
1962	−40	38	1	−39	−18	−21	—	−86	2	44
1963	103	12	−8	−8	88	4	16	−13	101	15
1964	653	20	56	46	406	76	50	232	319	103
1965	460	19	33	38	305	3	62	117	207	137
1966	315	1	36	−23	222	31	48	10	145	160
1967	71	34	7	−41	120	−38	−11	−17	140	−52
1968	269	10	72	37	67	34	49	102	108	59
1969	310	33	75	−15	73	76	69	87	26	197
1970	325	11	43	50	222	1	−1	113	122	90
1971	−148	11	17	5	−164	−14	−3	−146	−98	96
1972	−175	18	5	−44	−118	−52	17	−42	3	−136
1973	396	69	80	−13	224	13	22	243	246	−93
1974	666	78	172	26	265	46	80	278	106	283
1970 1st quarter	54	6	19	−5	16	9	9	13	2	39
2nd quarter	119	6	4	17	96	1	−6	56	63	1
3rd quarter	70	4	12	15	43	—	−5	35	12	23
4th quarter	82	−6	8	23	67	−10	1	10	45	27
1971 1st quarter	26	8	−5	39	−27	8	4	−23	−22	71
2nd quarter	−95	−7	15	−28	−39	−32	−4	−48	−59	12
3rd quarter	−42	−10	−2	−8	−24	6	−4	−40	−9	6
4th quarter	−36	21	9	2	−74	4	1	−35	−8	7
1972 1st quarter	−72	7	14	−43	−23	−13	−15	−20	3	−55
2nd quarter	−81	11	−21	4	−72	−13	11	−56	16	−41
3rd quarter	−35	−4	7	−5	−20	−16	4	7	−15	−27
4th quarter	13	5	5	−1	−3	−11	18	27	−1	−13
1973 1st quarter	166	2	16	39	78	−5	35	60	97	9
2nd quarter	88	16	30	−5	53	5	−11	68	52	−33
3rd quarter	46	30	16	−17	18	5	−5	37	51	−42
4th quarter	96	22	18	−30	76	9	3	78	46	−28
1974 1st quarter	−31	22	39	−39	−26	−1	−27	49	−12	−68
2nd quarter	191	18	38	—	58	28	49	58	27	105
3rd quarter	368	56	74	36	129	27	46	143	67	158
4th quarter	139	−18	20	29	103	−8	12	28	24	87
1975 1st quarter	21	−14	−15	70	7	6	−32	−125	17	129
2nd quarter	−126							−45	−61	−20

TABLE 3 Value of the physical increase of stocks held by wholesalers at 1970 prices seasonally adjusted £ million

	Total wholesalers	General wholesale distributors	Dealers in coal, builders materials, etc.	Dealers in industrial materials and machinery
Level of stocks at end 1974	1,918	1,182	160	576
1960	75	43	6	27
1961	41	27	1	14
1962	31	5	5	21
1963	35	14	7	14
1964	118	62	17	39
1965	67	30	7	31
1966	28	21	—	7
1967	17	9	—	8
1968	85	57	4	25
1969	42	19	−2	26
1970	68	15	—	53
1971	52	41	−3	14
1972	48	41	11	−3
1973	102	127	−1	−24
1974	81	6	—	75
1970 1st quarter	5	−3	1	6
2nd quarter	18	10	−3	11
3rd quarter	16	−4	−2	21
4th quarter	29	11	4	14
1971 1st quarter	14	3	1	11
2nd quarter	26	20	1	5
3rd quarter	9	12	—	−3
4th quarter	3	6	−4	2
1972 1st quarter	17	2	1	14
2nd quarter	1	4	2	−5
3rd quarter	6	22	2	−18
4th quarter	24	13	7	5
1973 1st quarter	37	37	−1	1
2nd quarter	3	13	3	−13
3rd quarter	29	41	1	−13
4th quarter	32	36	−4	—
1974 1st quarter	18	19	6	−7
2nd quarter	43	21	1	22
3rd quarter	3	−22	−4	29
4th quarter	17	−12	−2	31
1975 1st quarter	−31	−52	12	9
2nd quarter	−72			

TABLE 4 Increase in the book value of manufacturers' and distributors' stocks

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1974	24,909	18,621	3,418	2,870
1960	647	543	60	44
1961	375	274	40	61
1962	85	24	30	31
1963	294	200	44	50
1964	891	670	136	85
1965	694	571	73	50
1966	586	480	51	55
1967	276	180	47	49
1968	869	581	138	150
1969	979	766	104	109
1970	1,301	1,038	162	101
1971	761	471	160	130
1972	900	579	217	104
1973	3,348	2,318	593	437
1974	6,307	5,059	779	469
1970 1st quarter	323	288	16	18
2nd quarter	351	293	26	33
3rd quarter	266	174	78	14
4th quarter	362	284	43	36
1971 1st quarter	258	211	29	19
2nd quarter	293	180	60	53
3rd quarter	111	28	70	12
4th quarter	99	53	—	46
1972 1st quarter	76	50	5	22
2nd quarter	185	103	25	57
3rd quarter	239	138	106	−5
4th quarter	400	288	82	30
1973 1st quarter	588	425	71	92
2nd quarter	663	490	88	85
3rd quarter	943	600	239	104
4th quarter	1,154	804	194	156
1974 1st quarter	1,761	1,487	204	70
2nd quarter	1,845	1,428	224	193
3rd quarter	1,526	1,240	199	87
4th quarter	1,175	904	152	119
1975 1st quarter	956	886	−16	86
2nd quarter	610	584	−42	68

Book Values exclude VAT. Purchase Tax payable on retailer's stock prior to the second quarter of 1973.

Notes relating to Tables 1 to 4

The analysis by industry group follows the Standard Industrial Classification (1968 edition)

Manufacturing Orders III to XIX

Distributive Trades Order XXII:

Wholesale MLH 810, 811, 812, 831, 832 (except leasing by Finance Houses)
Retail MLH 820, 821

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree and care should be taken in using the industry figures in Tables 2 and 3 because of the margin of error involved in quarterly seasonal adjustments. Differences between totals and the sum of constituent parts are due to rounding.

TABLE 5 The relationship of manufacturers' stocks to manufacturing production

	Index numbers – 4th quarter 1969 = 100 Seasonally adjusted				Index numbers – 4th quarter 1969 = 100 Seasonally adjusted			
	Stock levels at 1970 prices	Production (with 1970 net output weight)	Ratio of stocks to production		Stock levels at 1970 prices	Production (with 1970 net output weight)	Ratio of stocks to production
1965 Q1	87	87	99.2	1970 Q1	101	100	101.0
2	88	88	100.4	2	102	100	102.2
3	89	87	102.0	3	102	101	101.9
4	90	89	101.3	4	103	101	102.2
1966 Q1	91	90	100.9	1971 Q1	104	100	104.0
2	92	90	101.9	2	103	100	102.2
3	93	90	103.1	3	102	100	102.1
4	93	87	106.7	4	102	99	102.6
1967 Q1	94	89	105.4	1972 Q1	101	98	103.2
2	94	90	104.6	2	100	102	98.5
3	94	90	104.5	3	100	103	97.0
4	94	92	102.6	4	100	106	94.3
1968 Q1	93	94	98.8	1973 Q1	102	111	92.0
2	94	96	98.4	2	103	111	92.8
3	96	96	99.5	3	103	112	91.9
4	97	97	99.8	4	104	111	93.7
1969 Q1	98	98	100.0	1974 Q1	104	106	97.7
2	99	100	98.7	2	106	110	96.3
3	99	100	99.5	3	110	111	99.1
4	100	100	100.0	4	111	106	104.4
				1975 Q1	111	106	105.2
				2	110	101	108.4

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.
(2) The 1970 index of production has been rebased on the fourth quarter of 1969 for the purpose of this table.
(3) The index numbers of the stocks production ratio are calculated from unrounded estimates of the data in the previous two columns.

Manufacturers' stocks in June

It is provisionally estimated that manufacturers' stocks fell by about £110 million at 1970 prices, seasonally adjusted, in June. There were probably reductions in stocks of all three assets.

Figures from January 1975, using an updated set of seasonal adjustment factors and adjusted to agree (apart from rounding) with the revised quarterly figures published in the preceding article, are as follows:

	£ million, 1970 prices seasonally adjusted
1975 January	no change
February	+50
March	−30
April	+10
May	−20
June	−110

Metal working machine tools

Monthly analysis of sales and orders for May 1975 with an analysis by broad groups of machine for the fourth quarter of 1974.

This article presents in Table 1 provisional monthly statistics of manufacturers' sales and orders for metal working machine tools up to May of this year and in Table 2 a break-down by major types of machine for the fourth quarter of 1974.

These monthly values of sales and orders will be published in Business Monitor PM 332 whilst a further detailed analysis by machine types will appear in Business Monitor PQ 332 for the fourth quarter of 1974. The monthly estimates covering the final quarter of 1974 have now been adjusted in accordance with the results of the more comprehensive quarterly inquiry soon to be published. The latest provisional estimates for the first five months of 1975 will be similarly revised when the appropriate quarterly information becomes available.

Summary

Provisional monthly statistics of sales and orders are now available for the first five months of 1975. The overall level of sales in current values terms continues to reflect a sustained rate of total deliveries rather than continued growth following the strong upward trend in 1974.

Allowing for price increases the recent level of total sales probably represents a slight easing back in volume since the fourth quarter of 1974.

New orders secured appear to have reached a trough at £60 million in the first quarter of 1975 after having declined markedly since the second quarter of 1974. The most recent monthly figures however suggest a slight improvement in the receipt of new business.

With the inflow of orders in the most recent three months running 14 per cent below the level of sales, order books have continued to show the gradual decline apparent since the autumn of 1974. Nevertheless combined order books are still moderately full being in May of this year in current price terms only 11 per cent below the record level of September 1974 and equal to about eight months output at current levels of activity.

The analysis by broad groups of machine tool shows that sales of non-numerically controlled metal cutting machines, accounting for 66 per cent by value of all deliveries, and metal forming machines (28 per cent) both increased by about one sixth in 1974. Sales of numerically controlled machines increased by only 9 per cent but this class of machine tool showed the biggest rise, of nearly 40 per cent, in new orders received compared with no increases for other types.

Recent trends for machine tools

The latest monthly statistics now available show that the level of

TABLE 1 Metal-working machine tools: orders and sales

£ million

	Sales			Orders outstanding*			New orders		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1966	164.0	118.9	45.1	110.7	78.0	32.7	160.1	114.1	46.0
1967	171.2	123.9	47.3	100.9	54.1	46.8	161.4	100.0	61.4
1968	168.5	113.5	55.1	116.1	61.7	54.4	183.8	121.1	62.7
1969	189.1	119.1	70.0	164.2	93.3	70.9	237.2	150.7	86.5
1970	218.6	137.3	81.3	159.2	86.8	72.7	213.9	130.8	83.1
1971	207.7	121.7	86.0	106.0	46.0	60.0	154.2	80.9	73.3
1972	184.7	111.6	73.1	113.3	55.7	57.6	192.0	121.3	70.7
1973 r	214.2	130.6	83.6	205.9	112.6	93.3	306.8	187.5	119.3
1974 r	249.9	147.6	102.3	264.0	127.1	136.9	308.0	162.1	145.9
1973 3rd quarter	51.0	29.5	21.5	177.1	95.5	81.6	84.4	48.6	35.8
4th quarter r	56.7	34.6	22.1	205.9	112.6	93.3	85.5	51.7	33.8
1974 1st quarter r	55.1	34.0	21.1	230.8	120.7	110.1	80.0	42.1	37.9
2nd quarter r	56.1	33.0	23.1	261.1	133.4	127.7	86.4	45.7	40.7
3rd quarter r	63.3	38.2	25.1	273.9	134.7	139.2	76.1	39.5	36.6
4th quarter r	75.4	42.4	33.0	264.0	127.1	136.9	65.5	34.8	30.7
1975 1st quarter p	75.6	45.3	30.3	248.1	114.9	133.2	59.7	33.1	26.6
1973 October r	18.2	10.7	7.5	184.6	101.0	83.6	25.7	16.2	9.5
November r	22.1	13.2	8.9	193.9	107.4	86.5	31.4	19.6	11.8
December r	16.4	10.7	5.7	205.9	112.6	93.3	28.4	15.9	12.5
1974 January r	15.0	9.3	5.7	214.1	114.6	99.5	23.2	11.3	11.9
February r	18.1	10.6	7.5	226.0	119.1	106.9	30.0	15.1	14.9
March r	22.0	14.1	7.9	230.8	120.7	110.1	26.8	15.7	11.1
April r	16.6	9.8	6.8	243.9	123.7	120.2	29.7	12.8	16.9
May r	20.2	12.1	8.1	253.3	130.2	123.1	29.6	18.6	11.0
June r	19.3	11.1	8.2	261.1	133.4	127.7	27.1	14.3	12.8
July r	23.1	13.7	9.4	267.0	133.0	134.0	29.0	13.3	15.7
August r	18.0	11.1	6.9	271.7	134.9	136.8	22.7	13.0	9.7
September r	22.2	13.4	8.8	273.9	134.7	139.2	24.4	13.2	11.2
October r	27.3	14.9	12.4	272.2	134.2	138.0	25.6	14.4	11.2
November r	27.4	15.9	11.5	266.9	131.9	135.0	22.1	13.6	8.5
December r	20.7	11.6	9.1	264.0	127.1	136.9	17.8	6.8	11.0
1975 January p	23.0	14.0	9.0	260.3	123.0	137.3	19.3	9.9	9.4
February p	25.1	14.9	10.2	255.8	119.4	136.4	20.6	11.3	9.3
March p	27.5	16.4	11.1	248.1	114.9	133.2	19.8	11.9	7.9
April p	24.4	13.4	11.0	247.8	114.2	133.6	24.1	12.7	11.4
May p	24.7	14.0	10.7	244.9	113.7	131.2	21.8	13.5	8.3
Three monthly totals									
March 1975-May 1975	76.6	43.8	32.8	244.9	113.7	131.2	65.7	38.1	27.6
December 1974-February 1975	68.8	40.5	28.3	255.8	119.4	136.4	57.7	28.0	29.7
March 1974-May 1974	58.8	36.0	22.8	253.3	130.2	123.1	86.1	47.1	39.0
Percentage change latest three months on:									
1. Previous three months	+11	+8	+16	−4	−5	−4	+14	+36	−7
2. A year earlier	+30	+22	+44	−3	−13	+7	−24	−19	−29

r = revised.
p = provisional.
* The values for orders outstanding relate to the ends of the periods shown.
Due to rounding, constituent figures may not sum to their respective totals.

TABLE 2

£ million

Sales	Numerically controlled machine tools			Non-numerically controlled metal-cutting machine tools			Non-numerically controlled metal-forming machine tools			Total metal-working machine tools		
	Total	Home	Export	Total	Home	Export	Total	Home	Export	Total	Home	Export
1971	18.8	9.2	9.6	137.3	..	..	51.4	..	..	207.7	121.7	86.0
1972	11.2	6.1	5.1	123.5	74.0	49.5	49.9	31.4	18.5	184.7	111.6	73.1
1973 r	13.9	8.1	5.8	141.8	85.4	56.4	58.5	37.0	21.5	214.2	130.6	83.6
1974 r	15.2	8.7	6.5	165.4	95.0	70.4	69.3	43.9	25.4	249.9	147.6	102.3
1973 1st quarter r	4.0	2.4	1.6	38.4	25.0	13.4	14.6	10.0	4.6	57.0	37.4	19.6
2nd quarter r	3.3	2.0	1.3	32.6	19.3	13.3	13.6	7.8	5.8	49.5	29.1	20.4
3rd quarter r	3.0	1.7	1.3	34.2	19.3	14.9	13.8	8.5	5.3	51.0	29.5	21.5
4th quarter r	3.6	2.1	1.5	36.6	21.8	14.8	16.5	10.7	5.8	56.7	34.6	22.1
1974 1st quarter r	4.2	2.4	1.8	36.4	21.8	14.6	14.5	9.8	4.7	55.1	34.0	21.1
2nd quarter r	3.3	2.0	1.3	37.2	20.8	16.4	15.7	10.3	5.4	56.1	33.0	23.1
3rd quarter r	3.5	2.0	1.5	41.8	24.3	17.5	17.9	11.8	6.1	63.3	38.2	25.1
4th quarter	4.2	2.3	1.9	50.0	28.1	21.9	21.2	12.0	9.2	75.4	42.4	33.0
Percentage change:												
1. 1974 on 1973	+9	+7	+12	+17	+11	+25	+18	+19	+18	+17	+13	+22
2. 4th quarter 1974 on 3rd quarter 1974	+20	+15	+27	+20	+16	+25	+18	+ 2	+51	+19	+11	+31
3. 4th quarter 1974 on 4th quarter 1973	+17	+10	+27	+37	+29	+48	+28	+12	+59	+33	+23	+49
New orders												
1971	11.1	5.6	5.5	..	..	..	..	..	..	154.2	80.9	73.3
1972	16.9	11.1	5.8	126.7	80.1	46.6	48.4	30.2	18.2	192.0	121.3	70.7
1973 r	19.5	11.3	8.2	204.3	124.9	79.4	83.0	51.4	31.6	306.8	187.5	119.3
1974 r	26.9	13.2	13.7	205.6	109.0	96.6	75.5	39.8	35.7	308.0	162.1	145.9
1973 1st quarter r	3.4	2.1	1.3	45.2	29.9	15.3	17.5	12.4	5.1	66.1	44.4	21.7
2nd quarter r	4.5	2.5	2.0	49.3	30.3	19.0	17.0	10.0	7.0	70.8	42.8	28.0
3rd quarter r	5.4	2.7	2.7	54.4	31.5	22.9	24.6	14.4	10.2	84.4	48.6	35.8
4th quarter r	6.2	4.0	2.2	55.4	32.2	22.2	23.9	14.6	9.3	85.5	51.7	33.8
1974 1st quarter r	8.7	4.9	3.8	50.0	26.8	23.7	21.3	10.9	10.4	80.0	42.1	37.9
2nd quarter r	6.5	2.7	3.8	58.4	29.6	28.8	21.4	13.3	8.1	86.4	45.7	40.7
3rd quarter r	6.9	2.7	4.2	53.0	28.6	24.4	16.2	8.2	8.0	76.1	39.5	36.6
4th quarter	4.7	2.8	1.9	44.2	24.5	19.7	16.6	7.4	9.2	65.5	34.8	30.7
Percentage change:												
1. 1974 on 1973	+38	+17	+67	+1	−13	+22	−9	−23	+13	—	−14	+22
2. 4th quarter 1974 on 3rd quarter 1974	−32	+4	−55	−17	−14	−19	+2	−10	+15	−14	−12	−16
3. 4th quarter 1974 on 4th quarter 1973	−24	−30	−14	−20	−26	−11	−31	−49	−1	−23	−33	−9

r = revised.
p = provisional.
.. not available.
Due to rounding constituent figures may not sum to their respective totals.

total sales in the three months March to May of this year rose in terms of current values by 11 per cent on the preceding three months, with home and export sales higher by 8 and 16 per cent, respectively. Too much should not be read into these increases, however, since March appears in recent years to be a seasonally high month. On the whole, total sales have averaged about £25 million per month in April and May, which is very little different from the monthly rates in the last quarter of 1974 and the first quarter of this year. Allowing for continued price increases, this level trend over about eight months probably conceals some recent easing back in the volume of total sales.

Compared with a year ago, the level of sales recorded between March and May of this year showed a rise of 30 per cent in value terms, which reflects in large measure the increase in output prices but also includes a moderate rise in the volume of sales. Much of the growth by value occurred from a 44 per cent rise in sales to overseas markets, whilst home sales increased by 22 per cent.

The overall intake of new orders (net of cancellation) in the most recent three months of this year showed a moderate recovery on the levels of the previous three months, with a rise of 14 per cent. Within the total, new home orders rose sharply, by over a third, but this improvement was from unusually low levels in December 1974 and January 1975. Despite the partial recovery, the recent inflow of new orders was 19 per cent lower in March to May 1975 than in the same months of last year, while new export orders were lower by 29 per cent. It is too soon to tell whether the recent increase in net new orders, after very low figures, represents the turning point heralding the recovery in ordering, which is normally associated with the upturn in the cyclical path of manufacturing investment.

As the overall intake of new orders in the last three months has remained 14 per cent below the recent level of deliveries, order books have continued to decrease. Orders outstanding in May of this year were at a level 4 per cent below that of February, with home and export order books showing similar declines of 5 and 4 per cent, respectively. Since their peak levels in value terms at the end of September 1974, home order books have been worked off faster than export orders-on-hand. At the end of May, home orders books were shorter by 15 per cent and export order books by 9 per cent than they were last September. In terms of current activity home orders-on-hand at end May were equal to about seven months home deliveries, and export order books could sustain recent export sales for about 10 months. These are consistent with the industry having total orders on hand at the end of May 1975 equal to about eight months work.

Analysis of trends by broad groups for the year 1974

Table 2 shows statistics of sales and orders for metal working machine tools analysed according to the three major groups of machine. These figures have been extracted from the more comprehensive quarterly machine tool inquiry PQ 332 soon to become available for the year 1974.

The overall pattern of relatively strong growth in sales of machine tools between the years 1973 and 1974 is reflected, with some differences, in the three major classes of machines. The quarterly movement in total sales culminated in the final quarter of 1974, being at a level 33 per cent greater by value than a year earlier and total sales for the year reaching £250 million. This was 17 per cent higher than in 1973, with exports rising considerably faster than home sales.

Within the total, sales of non-numerically controlled metal cutting and forming machines increased in 1974 by 17 and 18 per cent, respectively, on their average levels in 1973 with especially sharp increases in the last quarter of 1974 contributing. Metal cutting machines showed a very large increase in export sales of 25 per cent between 1973 and 1974. In contrast total sales by value of numerically controlled machines did not show this marked upward movement during 1974 and for the year as a whole increased by a moderate 9 per cent over 1973. Although an important class of machine tools involving a high technology, this type of machine has for the last three years accounted for only 6 per cent of the overall level of the industry's sales.

Although for all classes of machines combined, deliveries to the home market exceeded those to overseas markets by 44 per cent in 1974, export deliveries showed a proportionately greater improvement over the year. These rose by 22 per cent as compared with sales in 1973, against 13 per cent for home deliveries. Though all groups of machines favoured well in export markets, non-numerically controlled metal cutting machines made the greatest advance, having risen 25 per cent on the levels of 1973. This particular range of machines now accounts for 66 per cent of total production and 69 per cent of all deliveries to overseas markets.

The quarterly movement in overall new orders, shown in the lower half of Table 2, was downward over the latter part of 1974 and the total intake of orders in the final quarter of 1974 was 23 per cent lower than in the corresponding period of 1973. Although new orders received (net of cancellation) decreased in 1974, the total for the year at £308 million was virtually unaltered from the corresponding value for 1973. Within the unchanged total, new orders for numerically controlled machines rose sharply by 38 per cent during 1974, with a very big rise of 67 per cent for new export business. This increased contribution to the level of overall new orders for all machine tools was off-set however by a fall of 9 per cent in total new orders received for non-numerically controlled metal forming machines. Nevertheless the level of export order intake in 1974 as a whole was 22 per cent higher than in 1973, an annual movement supported by all three types of machine. The receipt of new orders from the home market was less favourable having fallen last year by 14 per cent on the record levels of 1973. This was wholly in consequence of a falling off in new orders for non-numerically controlled machines, a movement which overshadowed what small increase there was in the intake of new orders for numerically controlled machines from the home market.

Energy trends: consumption of primary fuels and electricity shows drop in June

Consumption of all fuels, including gas, was lower in June this year than in June 1974 according to the August issue of *Energy Trends*, the Department of Energy's statistical bulletin. After allowing for seasonal and temperature variations, total energy consumption was down by 5.7 per cent.

Comparing the first half of 1975 with the same period in 1973 (the 1974 figures are not comparable), energy use has declined by over 6 per cent. *Energy Trends* suggests that much of this reduction was probably due to the lower levels of industrial activity.

Gas growth checked

Marginally less gas was sent out in June than in June 1974, thus checking the almost continuous growth in gas consumption during the last few years.

In the first six months of this year, however, more than 4 per cent more gas was sent out compared with the same period last year. Over 90 per cent of the total this year was natural gas supplied direct to consumers.

Consumers economising with electricity

Electricity supplied during June was 2.8 less than in June last year. Comparing figures for the first half of this year with the same period in 1973, and after taking account of lower economic activity and temperature effects, it appears that some economy is being exercised in the use of electricity.

Petroleum product deliveries well down

Total deliveries of products in June were down by over 9 per cent compared with June 1974 – the same fall as for the whole of the first six months of this year.

Output of finished products from refineries fell by 17½ per cent from the level of June last year with fuel oil down by over one-fifth.

Motor spirit output has been maintained much closer to last year's levels than other products. This has been achieved at the expense of naphtha, demand for which has been very low in recent months.

Oil stocks fell slightly in July, although the corresponding eight days' drop in the endurance level reflects coverage of the early part of the next heating season.

Coal output low

Coal production and productivity was again low during July with output per manshift at its lowest point for over a year.

Coal disposals to industry and to the domestic market were both down by nearly a quarter compared with last year.

Power station stocks, at over 17.6 million tons, were more than 6 million tons above the level of July 1974.

Energy Trends is prepared by the Economics and Statistics Division of the Department of Energy. Copies are available, free, from: Information Division, Department of Energy, Room 1,674, Thames House South, Millbank, London SW1P 4QJ.

New companies incorporated in Northern Ireland during June and July

During the month of July 53 private companies with a total nominal capital of £1,133,300 were incorporated in Northern Ireland.

During the period January-July 301 companies with a total nominal capital of £10,766,825 were incorporated as compared with 364 companies with a total nominal capital of £5,375,350 in the same period in 1974.

During June 51 private companies with a total nominal capital of £2,903,550 were incorporated in Northern Ireland. In the period January-June 248 companies with a total nominal capital of £8,056,446 were incorporated as compared with 320 companies with a total nominal capital of £4,714,650 in the same period in 1974.

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Regional Development Grant payments

The following table lists the companies which have received one or more payment of Regional Development Grant of over £25,000 in the quarter ended 31 December 1974. The table is drawn up on a regional basis according to the locations of the premises in respect of which the grants were paid. The amounts shown against each premises are in some cases individual payments and in some cases the total of a number of separate payments each individually exceeding £25,000.

Company	Place of premises	Grant (£'000)
SOUTH WEST		
AMP of Great Britain Ltd.	Bideford	43
Bovril Ltd.	Launceston	96
English Clays Lovering Pochin	St. Austell	151
Express Dairy Foods Ltd.	North Tawton	25
Unigate Foods Ltd.	Hayle	28
Wheal Jane Ltd.	Truro	31
WEST MIDLANDS		
Dart Cash Carrier Co. Ltd.	Stoke-on-Trent	54
EAST MIDLANDS		
Beauvale Furnishings Ltd.	Ilkeston	49
YORKSHIRE AND HUMBERSIDE		
Allied Colloids Ltd.	Bradford	36
Arthur Lee and Sons Ltd.	Ecclesfield	66
Barkers and Lee Smith Ltd.	Beverley	44
British Steel Corporation	Rotherham	210
British Steel Corporation	Rotherham (Park Gate)	560
British Steel Corporation	Scunthorpe	66
Cameron Iron Works Ltd.	Leeds	70
Courtaulds Ltd.	Grimsby	72
Field Sons and Co. Ltd.	Bradford	68
Freezing and Cold Storage Services Ltd.	Doncaster	26
Geo. Bassett and Co. Ltd.	Sheffield	125
Henry Williamson Ltd.	Brough	51
Hepworth and Grandage Ltd.	Leeds	50
ICI Fibres	Harrogate	40
John Cashmore Ltd.	Leeds	26
Joseph Terry and Sons Ltd.	York	52
Miers, W. and H. Ltd.	Leeds	35
Northern Dairies (Hull) Ltd.	Hull	26
Paton and Baldwins Ltd.	Wakefield	41
Plasticisers Ltd.	Bradford	60
Stanley Tools Ltd.	Rotherham	50
Textron Ltd.	Bridlington	40
Wold Pea Growers Ltd.	Grimsby	26
NORTH WEST		
Allied Mills Ltd.	Liverpool	97
Armathene Ltd.	Burnley	29
The Associated Octel Co. Ltd.	Ellesmere Port	127
Barker and Dobson Confectionery Division Ltd.	Liverpool	26
Barr, A. G. and Co. Ltd.	Manchester	29
British Insulated Callenders Cables Ltd.	Leigh	50
British Insulated Callenders Cables Ltd.	Prescot	76
British Insulated Callenders Cables Ltd.	Warrington	104
British Nuclear Fuels Ltd.	Chester	31
The British Oxygen Co. Ltd.	Widnes	208
The British Reinforced Concrete Engineering Co. Ltd.	Birkenhead	107
British SIDAC Ltd.	St. Helens	62
Champion Sparking Plug Co. Ltd.	Upton (Wirral)	71
Co-operative Wholesale Society Ltd.	Crewe	95
Conlon Brothers (Preston) Ltd.	Preston	26
Courtaulds Ltd.	Preston	90
Cowburns Ltd.	Skelmersdale	31
Dover, F. B. and J. Co. Ltd.	Macclesfield	33
Eric Bemrose Ltd.	Liverpool	72
Fodens Ltd.	Sandbach	33
Ford Motor Co. Ltd.	Liverpool	35
General Motors Ltd.	Liverpool	31
Hartwood Hosiery Co. Ltd.	Skelmersdale	62
Hygena Ltd.	Liverpool	43
Imperial Chemical Industries Ltd.	Runcorn (Castner-Kellner)	706
Imperial Chemical Industries Ltd.	Runcorn (Rocksavage)	58
Imperial Chemical Industries Ltd.	Runcorn (Weston Point)	39
Jacob, W. and R. and Co. (Liverpool)	Liverpool	96
Lever Brothers Ltd.	Port Sunlight	139
Lewis Woolf Griptight Ltd.	Colne	25
Lilly Industries Ltd.	Liverpool	42
Lubrizol Ltd.	Bromborough (Wirral)	26
Main Gas Appliances Ltd.	Burnley	32
Meccano Ltd.	Liverpool	34
Merseyside Food Products Ltd.	Liverpool	39
Morganite Ceramic Fibres Ltd.	Neston (Wirral)	26
Otis Elevator Co. Ltd.	Liverpool	25
Pakcel Converters Ltd.	St. Helens	27
Pilkington Bros. Ltd.	St. Helens	208
Procter and Gamble Ltd.	Manchester	40
Schweppes Ltd.	Liverpool	41
Shell UK Ltd.	Ellesmere Port	2,151
Shellstar Ltd.	Chester	127
The Singer Co. (UK) Ltd.	Blackburn	25
Stone Manganese Marine Ltd.	Birkenhead	28
Triplex Safety Glass Co. Ltd.	St. Helens	40
Van Den Berghs and Jurgens Ltd.	Bromborough (Wirral)	120
Watney Mann (North) Ltd.	Manchester	58
Yorkshire Imperial Metals Ltd.	Liverpool	36

Company	Place of premises	Grant (£'000)
NORTHERN		
Albright and Wilson Ltd.	Whitehaven	131
Alcan (UK) Ltd.	Morpeth	176
Anglo Great Lakes Corporation Ltd.	Newcastle upon Tyne	29
Archer Components Ltd.	Peterlee	243
Armstrong Cork Co. Ltd.	Gateshead	104
Associated Co-operative Creameries Ltd.	Blaydon-on-Tyne	31
Birtley Manufacturing Ltd.	Newcastle upon Tyne	33
Black and Decker Ltd.	Spennymoor	140
Border Dairy Co. Ltd.	Carlisle	31
Bowater INDL Package Ltd.	Gateshead	59
Bowater-Scott Corporation Ltd.	Barrow-in-Furness	41
Brentford Nylons Ltd.	Cramlington	65
British Chrome and Chemicals Co. Ltd.	Stockton-on-Tees	130
British Nuclear Fuels Ltd.	Seascale	332
British Steel Corporation	Middlesbrough (Lackenby)	200
British Steel Corporation	Middlesbrough (Cleveland)	25
British Steel Corporation	Consett	54
British Steel Corporation	Penrith	53
British Steel Corporation	Redcar	2,132
Browns, W. M. Saw Mills Ltd.	Darlington	43
Bus Manufacturers Ltd. (previously Leyland National Co. Ltd.)	Workington	31
Cigarette Components Ltd.	Jarrow	107
Cleveland Potash Co. Ltd.	Saltburn-by-the-Sea	460
Condura Fabrics	Maryport	26
Courtaulds Ltd.	Belmont	77
Courtaulds Ltd.	Carlisle	58
Courtaulds Ltd.	Spennymoor	303
Cummins Engine Co. Ltd.	Darlington	42
Derek Crouch (Contractors) Ltd.	Morpeth	34
Dunlop Ltd.	Washington New Town	69
Durham Chemicals Ltd.	Birtley	30
Electrofoils Ltd.	North Shields	30
The Ever Ready Co. (GB) Ltd.	Newcastle upon Tyne	127
The Ever Ready Co. (Holdings) Ltd.	Newcastle upon Tyne	35
Formica Ltd.	North Shields	25
Glaxo Laboratories Ltd.	Ulverston	104
Hills, F. and Sons Ltd.	Stockton-on-Tees	40
ICI Fibres	Middlesbrough	106
Imperial Chemical Industries Ltd.	Billingham	1,106
Imperial Chemical Industries Ltd.	Middlesbrough	802
Imperial Chemical Industries Ltd.	Port Clarence (Teesside)	64
Lamp Metals Ltd.	Gateshead	41
Merck Sharp and Dohme	Cramlington	27
The Milk Marketing Board	Aspatria	201
National Coal Board	Hetton-le-Hole	49
National Coal Board	Seaham (Vane Tempest)	97
National Coal Board	Seaham (Murton)	49
Paton and Baldwins Ltd.	Darlington	30
Plastic Coatings Ltd.	Stokesley (North Yorkshire)	26
Portsmouth and Sunderland Newspapers Ltd.	Sunderland	39
Power Steering Ltd.	Sunderland	25
Robert Todd and Sons Ltd.	Carlisle	30
Shell UK Ltd.	Middlesbrough	139
Smith Bros. (Whitehaven) Ltd.	Workington	40
Smithis Dock Co. Ltd.	Middlesbrough	65
Sterling Winthrop Group Ltd.	Newcastle upon Tyne	47
Sunderland Shipbuilders Ltd.	Sunderland	107
Sunderland Shipbuilders Ltd.	Sunderland (Deptford)	74
Sundour Fabrics Ltd.	Carlisle	47
Swan Hunter Shipbuilders Ltd.	Hebburn on Tyne	131
Swan Hunter Shipbuilders Ltd.	Newcastle upon Tyne	35
Swan Hunter Shipbuilders Ltd.	Wallsend	122
Tyneside Printers Ltd.	Newcastle upon Tyne	26
Welwyn Electric Ltd.	Bedlington	29
Weyroc Ltd.	Hexham	53

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Company	Place of premises	Grant (£'000)
WALES		
Alcoa Manufacturing (GB) Ltd.	Swansea	490
The Aluminium Wire and Cable Co. Ltd.	Swansea	46
Amoco (UK) Ltd.	Milford Haven	97
Borg-Warner Ltd.	Port Talbot	381
British Insulated Callenders Cables Ltd.	Wrexham	42
British Steel Corporation	Shotton	126
British Steel Corporation	Ebbw Vale	615
British Steel Corporation	Newport	273
British Steel Corporation	Port Talbot	1,587
Co-operative Wholesale Society Ltd.	Denbigh	65
Derek Crouch (Contractors) Ltd.	Llantrisant	44
Duport Steel Works Ltd.	Neath	77
Erie Electronics Ltd.	Wrexham	69
Fane Films Ltd.	Rhymney	34
Ford Motor Co. Ltd.	Swansea	114
Girling Ltd.	Newport	62
Girling Ltd.	Pontypool	93
GKN (South Wales) Ltd.	Cardiff	162
Gulf Oil Refining Ltd.	Milford Haven	26
Hoover Ltd.	Merthyr Tydfil	92
ICI Fibres	Pontypool	184
International Nickel Ltd.	Swansea	77
Johnson and Johnson Ltd.	Blackwood	27
Lehane MacKenzie and Shand Ltd.	Bridgend	102
3M United Kingdom Ltd.	Swansea	25
The Mettoy Co. Ltd.	Swansea	81
Morganite Electrical Carbon Ltd.	Swansea	69
National Coal Board	Bargoed	45
National Coal Board	Abertillery	45
National Coal Board	Caerphilly	39
National Coal Board	Blackwood	29
National Coal Board	Ebbw Vale	36
National Coal Board	Ogmore	60
National Coal Board	Pontyberum (Carms)	29
National Smokeless Fuels Ltd.	Aberdare	177
Nevill Druce and Co. Ltd.	Llanelli	73
Nova (Jersey) Knit Ltd.	Hengoed	101
Precision Forgings Ltd.	Pontypool	30
Schulman, A. Inc. Ltd.	Newport	34
Steel Radiators Ltd.	Monmouth	101
Texaco Ltd.	Pembroke	601
Vaynor Quarries Ltd.	Newport	51
SCOTLAND		
ABM (Malting) Ltd.	Carnoustie	72
Anderson Mavor Ltd.	Motherwell	45
Arthur Bell and Sons Ltd.	Broxburn	60
Arthur Bell and Sons Ltd.	Dufftown	90
Bakelite Xylonite Ltd.	Grangemouth	32
Barr, A. G. and Co. Ltd.	Glasgow	31
Barr and Stroud Ltd.	Glasgow	32
Beckman Instruments Ltd.	Glenrothes	28
Birds (Scotland) Ltd.	Bellshill	55
Blackwood Morton and Sons Ltd.	Kilmarnock	35
Bonar Long and Co. Ltd.	Dundee	36
The Boots Co. Ltd.	Airdrie	39
British Steel Corporation	Bellshill	847
British Steel Corporation	Motherwell (Ravenscraig)	355
British Steel Corporation	Motherwell (Dalzell)	32
Cameron Iron Works Ltd.	Livingston	54
Christian Salvesen (Cold Storage) Ltd.	Edinburgh	48
Cleveland Twist Drill Ltd.	Aberdeen	50
Collins, W. M., Sons and Co. Ltd.	Glasgow	370
Davidson, C., and Sons	Aberdeen	101
The Distillers Co. (Bottling Services) Ltd.	Leven	111
Elgin City Sawmills Ltd.	Elgin	26
Express Dairy Foods Ltd.	Lockerbie	48
General Motors Scotland Ltd.	Motherwell	133
George Ballatine and Son Ltd.	Elgin	56
Glaxo Laboratories Ltd.	Montrose	192
Glenburn Engineering UK Ltd.	Glasgow	69
Gray Dunn and Co. Ltd.	Glasgow	36
Henry Widnell and Stewart Ltd.	Dalkeith	36
Hiram Walker and Sons (Scotland) Ltd.	Beith	146
Honeywell Ltd.	Airdie	36
Hoover Ltd.	Cambuslang	41
Hugh Baird and Sons Ltd.	Pencaithland (East Lothian)	55
Hugh Smith (Glasgow) Ltd.	Glasgow	31
IBM UK Ltd.	Greenock	112
Imperial Chemical Industries Ltd.	Dumfries	95
Imperial Chemical Industries Ltd.	Grangemouth	33
Imperial Group Ltd.	Stevenston	195
James Meikle and Co. Ltd.	Kirkcaldy	43
John Brown Engineering (Clydebank) Ltd.	Clydebank	34
John Cashmore Ltd.	Bellshill	31
Joseph Dunn (Bottlers) Ltd.	Glasgow	48
Kings and Co. Ltd.	Johnstone	43
Laidlaw and Fairgrieve Ltd.	Galashiels	28
Marathon Shipbuilding Co. (UK) Ltd.	Clydebank	65
McDermott Scotland	Ardersier	76
Nairn Floors Ltd.	Kirkcaldy	194
National Coal Board	Stirling	34
National Coal Board	Falkirk	30
National Coal Board	Ochiltree	82
National Semiconductor (UK) Ltd.	Greenock	99
Nobels Explosives Co. Ltd.	Stevenston	48
Olympic Aluminium Co. Ltd.	Irvine	63
Pharr (UK) Inc.	Kilwinning	33
Philips Lighting Ltd.	Hamilton	54
Polaroid (UK) Ltd.	Dumbarton	32
Ranco Motors Ltd.	Haddington (East Lothian)	28
The Rawplug Co. Ltd.	Glasgow	27
Redpath Dorman Long (North Sea) Ltd.	Methil	86
Riddoch of Rothiemay Ltd.	Fort William	79
Roche Products Ltd.	Dalry	29
Scottish Brick Co. Ltd.	Glasgow	42
Scottish Cables Ltd.	Renfrew	27
Scottish Grain Distillers Ltd.	Glasgow	170
Scottish Malt Distillers Ltd.	Port Askaig (Isle of Islay)	57
The Scottish Stamping and Engineering Co. Ltd.	Ayr	53
Scotts Shipbuilding Co. Ltd.	Greenock	34
Shanks and Co. Ltd.	Glasgow	25
Shell UK Ltd.	Ardrossan	67
Signetics International Corporation	Linlithgow	43
SKF (UK) Ltd.	Irvine	108
Spillers Foods Ltd.	Glasgow	31
Stein, G. R., Refractories Ltd.	Linlithgow	30
Tay Textiles Ltd.	Perth	31
Tennent, R. B., Ltd.	Coatbridge	44
Thomson, D. C., and Co. Ltd.	Dundee	75
Timex Corporation	Dundee	152
Tomatin Distillers Co. Ltd.	Inverness-shire	75
Tootal Ltd.	Glasgow	77
Weir Pumps Ltd.	Glasgow	32
Wilkie, J. and D., Ltd.	Kirriemuir	27
Wilson Sporting Goods Co. Ltd.	Irvine	27

Grants given in respect of plant provided for use in a Development Area

Company	Address	Grant (£'000)
Bazeleys St. Columb Ltd.	St. Columb (Cornwall)	41
Budge, A. F. (Contractors) Ltd.	Retford	72
Burnthills Contractors Ltd.	Johnstone	32
Finance, F. C., Ltd.	Godalming	28
French, W. and C. (Construction) Ltd.	Chigwell	52
George Wimpey and Co. Ltd.	London	39
James Millar and Partners Ltd.	Edinburgh	42
John Hillhouse (Plant Hire) Ltd.	Glasgow	30
Lilley Plant Ltd.	Glasgow	25
Motherwell Bridge Engineering Ltd.	Broxburn	35
Motherwell Bridge Plant Ltd.	Motherwell	27
Murphy Bros Ltd.	Leicester	186
Rock Fall Co. Ltd.	Barrhead	29
Seymour Plant (Northern) Ltd.	Carlisle	33
Sir Robert McAlpine and Sons Ltd.	London	101
Slater Walker Leasing Ltd.	Croydon	33
Sparrows Heavy Crawler Cranes Ltd.	London	41
Westminster Plant Co. Ltd.	London	30
William Tawse Ltd.	Aberdeen	27

Total of payments listed above £31.1 million.

Total Regional Development Grant paid in the quarter £59.3 million.

Do you use statistics?

The Government Statistical Service (GSS) prepares a wide range of reliable and detailed figures on the United Kingdom. It is usually worth checking to see if what you want is available from them. You can see many Government statistical publications at your local public library, buy them from HMSO or refer to the comprehensive collection held at the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4N 7HU (tel. 01-248 5757 ext. 368).

A free pamphlet, *Government Statistics – a brief guide to sources*, gives up-to-date contact points in Departments for further information. You can obtain copies from regional offices of the Department of Industry or by writing to the Central Statistical Office Press and Information Service, Great George Street, London SW1P 3AQ.

Deliveries of man-made fibres in the second quarter of 1975

Total deliveries of man-made fibres in the second quarter of 1975 were 21 per cent less than in the second quarter of 1974. Deliveries of continuous filament yarns to the home trade were 7 per cent less than in the second quarter of 1974, while deliveries of staple fibre were 27 per cent less.

Deliveries of staple fibre (*a*)

Thousand metric tons

	Total	Home					Exports (*b*)
		Total	Cotton spinning	Wool spinning	Flax spinning	Other systems and sundries	
1968	282.4	173.1	52.3	58.2	26.3	36.3	109.3
1969	299.3	169.2	51.1	51.5	28.0	38.6	130.1
1970	329.4	191.4	57.6	57.1	31.5	45.2	138.1
1971	338.7	185.9	59.6	50.1	29.3	46.9	152.9
1972	363.9	186.4	49.5	33.4	103.5	177.5	
1973	434.8	235.4	62.8	56.0	116.7	199.4	
1974	346.1	190.4	51.4	51.1	87.9	155.7	
1973 1st qtr.	106.6	56.7	14.9	12.0	29.8	50.0	
2nd qtr.	108.1	62.2	16.5	14.9	30.9	45.9	
3rd qtr.	103.9	53.4	14.3	12.7	26.5	50.5	
4th qtr.	116.2	63.1	17.1	16.4	29.6	53.1	
1974 1st qtr.	103.8	48.3	12.6	13.0	22.6	55.5	
2nd qtr.	103.2	59.7	16.5	14.9	28.3	43.5	
3rd qtr.	83.4	45.1	11.5	12.1	21.5	38.3	
4th qtr.	55.8	37.3	10.9	11.0	15.4	18.4	
1975 1st qtr.	72.8	36.5	8.6	12.2	15.7	36.3	
2nd qtr.	75.8	43.6	10.4	14.0	19.2	32.2	

(*a*) The classification of end uses was revised in January 1972, and the figures for deliveries to individual industries from the first quarter 1972 are not comparable with those for earlier years.

(*b*) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

Production of man-made fibres in June

In the three months ended June 1975 the volume of production of man-made fibres, seasonally adjusted, was estimated to have been 13 per cent more than in the three months ended in March 1975. Total production by weight of man-made fibres in the period January-June 1975 was 20 per cent lower than in the period January-June 1974; output of continuous filament decreased by 16 per cent and staple fibre decreased by 23 per cent.

Man-made fibre production

Thousand metric tons

	Total	Continuous filament (singles)	Staple fibre
1968	539.1	241.8	297.4
1969	553.9	252.5	301.5
1970	599.4	257.6	341.9
1971	613.1	276.4	336.7
1972	626.5	264.0	362.5
1973	730.8	305.6	425.3
1974	627.6	271.0	356.6
1974 1st quarter	174.0	69.9	104.1
2nd quarter	175.1	71.7	103.4
3rd quarter	149.9	67.1	82.7
4th quarter	128.6	62.3	66.3
1975 1st quarter	129.1	56.4	72.7
2nd quarter	148.8	61.9	86.9
1974 February	54.9	22.4	32.5
March	62.1	25.9	36.2
April	63.9	25.6	38.3
May	55.9	24.9	31.0
June	55.3	21.1	34.2
July	55.6	22.8	32.8
August	48.5	21.3	27.2
September	45.9	23.1	22.8
October	50.7	25.2	25.5
November	43.1	20.7	22.4
December	34.7	16.4	18.3
1975 January	42.1	18.2	24.0
February	42.6	17.6	25.0
March	44.3	20.6	23.7
April	48.1	20.0	28.1
May	53.6	22.3	31.4
June	47.0	19.6	27.4

Deliveries of continuous filament yarns (*a*)

Thousand metric tons

	Total	Home						Exports as yarn (*b*)
		Total	Broad weaving	Carpets and rugs	Weft knitting	Warp knitting	Industrial purposes (tyres etc.)	Other purposes	
1968	238.4	188.9	35.3	4.7	54.9	32.0	52.2	9.8	49.4
1969	242.7	193.6	33.7	5.5	51.9	35.3	58.8	8.4	49.1
1970	254.8	198.1	28.2	7.1	63.7	38.0	53.3	7.8	56.7
1971	261.4	198.7	25.3	8.7	69.9	41.4	43.5	9.9	62.7
1972	270.1	198.7	25.1	13.4	40.4	40.8	10.0	69.0	71.4
1973	313.6	227.5	25.8	19.4	46.6	45.4	13.0	77.4	86.1
1974	259.4	188.6	22.3	14.1	35.8	35.1	11.9	69.3	70.8
1973 1st quarter	82.4	59.0	6.8	4.5	12.3	11.7	3.0	20.7	23.4
2nd quarter	81.8	60.2	6.5	5.3	12.2	12.6	3.4	20.2	21.7
3rd quarter	71.1	50.2	5.7	4.4	10.5	9.9	2.9	16.8	20.8
4th quarter	78.3	58.1	6.9	5.3	11.6	11.1	3.6	19.6	20.2
1974 1st quarter	72.7	50.9	4.8	4.0	10.8	9.0	3.1	19.2	21.7
2nd quarter	71.9	51.8	6.2	4.4	9.9	9.6	3.2	18.5	20.1
3rd quarter	59.4	43.6	5.7	3.2	8.4	7.4	3.0	15.9	15.8
4th quarter	55.4	42.3	5.6	2.5	6.7	9.1	2.6	15.7	13.1
1975 1st quarter	58.1	43.8	5.3	3.6	7.9	9.1	2.0	15.9	14.4
2nd quarter	62.7	48.2	6.3	4.3	8.6	9.2	2.5	17.3	14.6

	Total	Home							Exports as yarn (*b*)
		Total	Broad weaving	Carpets and rugs	Warp knitting	Industrial purposes (tyres, etc.)	Other purposes	Textured or texturing for all purposes other than carpets or industrial	

(*a*) The classification of end uses was revised in January 1968 and the figures for deliveries to individual industries 1968 to 1971 might not be fully comparable with those for earlier years. From January 1972 a further reclassification was introduced: deliveries of textured yarns and yarns for texturing, which were previously included in the figures for individual industries, are shown separately from the first quarter 1972.

(*b*) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

Index of the volume of production 1970 = 100

1968	87
1969	92
1970	100
1971	106
1972	107
1973	127
1974	111

		Actual	Seasonally adjusted
1974	1st quarter	120	117
	2nd quarter	119	116
	3rd quarter	109	117
	4th quarter	96	95
1975	1st quarter	92	90
	2nd quarter	104	101
1974	February	122	120
	March	125	121
	April	131	129
	May	116	112
	June	110	107
	July	113	119
	August	106	120
	September	109	110
	October	116	114
	November	99	95
	December	74	76
1975	January	85	82
	February	95	94
	March	96	93
	April	103	102
	May	111	107
	June	98	95

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures are based on the seasonal pattern up to the end of 1973, and may be subject to slight revision when the complete figures for 1974 are incorporated.

Tel. 01-212 0017 or 01-212 6474.

Quarterly analysis of man-made fibre production

Production by weight of synthetic fibres in the second quarter of 1975 was 11 per cent less than in the corresponding period of 1974 while production of viscose and acetate fibres was 22 per cent less. Within the total for synthetic fibres, production of continuous filament yarns decreased by 11 per cent and staple fibre also decreased by 11 per cent. Under the heading 'viscose and acetate', production of both continuous filament yarn and staple fibre decreased by 22 per cent compared with the second quarter 1974.

Analysis of man-made fibre production Thousand metric tons

		Total		Continuous filament		Staple fibre	
		Synthetic	Viscose +acetate	Synthetic	Viscose +acetate	Synthetic	Viscose +acetate
1968		268.4	270.8	144.3	97.5	124.1	173.3
1969		291.4	262.5	155.9	96.6	135.5	166.0
1970		336.9	262.5	166.6	90.9	170.3	171.6
1971		357.3	255.7	191.2	85.2	166.1	170.6
1972		373.9	252.6	196.4	67.6	177.5	185.0
1973		453.9	277.0	233.0	72.6	220.9	204.4
1974		396.1	231.5	200.3	70.7	195.8	160.8
1973	1st quarter	111.8	71.7	59.7	18.4	52.1	53.3
	2nd quarter	116.2	70.0	60.6	18.8	55.6	51.2
	3rd quarter	107.9	63.5	54.1	16.5	53.8	47.0
	4th quarter	118.0	71.9	58.5	19.0	59.5	52.9
1974	1st quarter	105.3	68.7	52.4	17.6	52.9	51.1
	2nd quarter	104.6	70.5	51.3	20.4	53.4	50.1
	3rd quarter	101.5	48.4	48.9	18.2	52.5	30.2
	4th quarter	84.7	43.9	47.8	14.5	36.9	29.4
1975	1st quarter	78.3	50.8	41.7	14.7	36.6	36.1
	2nd quarter	93.5	55.3	45.9	16.0	47.6	39.3

The heading 'Viscose + acetate' includes triacetate.

Index of retail sales in Northern Ireland in June

The seasonally adjusted index of retail sales in Northern Ireland for June was 219 (1965 = 100), 25 per cent more than in June 1974. In the second quarter of 1975 sales increased by 28 per cent compared with the corresponding period in the previous year.

After allowing for price changes, the total volume of sales in June showed little change on the same month last year.

The seasonally adjusted index numbers of the value of sales in June and the second quarter of 1975 and percentage increases on a year earlier for the main groups of traders are shown below. More detailed information can be obtained from the Department of Commerce, Index of Retail Sales, 21 Linenhall Street, Belfast BT2 8BZ (tel. Belfast (0232) 28081, ext. 140).

		June 1975		2nd quarter 1975	
Sales by:	Sales in 1965 – £m	Seasonally adjusted value index numbers 1965 = 100	Percentage increases	Seasonally adjusted value index numbers 1965 = 100	Percentage increases
All kinds of business	219	219	25	213	28
Food shops	97	216	23	225	22
Non-food shops	122	223	27	204	36
Of which:					
Clothing and footwear shops	36	214	34	197	42
Durable goods shops	21	243	33	220	48
Miscellaneous non-food shops	43	246	22	225	26
Department and general stores	22	177	23	162	37

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Business Monitor

The following titles and issues of Business Monitor are now available:

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PQ 336 Construction and earth moving equipment for first quarter 1975
PQ 365.2 Broadcast receiving and sound reproducing equipment for first quarter 1975
PQ 369.1 Electrical equipment for motor vehicles, cycles and aircraft for first quarter 1975
PQ 369.2 Primary and secondary batteries for first quarter 1975
PQ 399.8 Needles, pins, fish-hooks and other metal small-wares for first quarter 1975
PQ 441 Weatherproof outerwear for first quarter 1975
PQ 442 Men's and boys' tailored outerwear for first quarter 1975
PQ 463 Glass for first quarter 1975
PQ 482.2 Miscellaneous packaging products of paper and film for first quarter 1975

Annual
1972 Report on the Census of Production (price including postage shown in brackets)

PA 275	Soap and detergents	(55½p)
PA 278	Fertilisers	(55½p)
PA 333	Pumps, valves and compressors	(75½p)
PA 382	Motor cycle, tricycle and pedal cycle manufacturing	(55½p)
PA 383	Aerospace equipment, manufacturing and repairing	(55½p)
PA 399.6	Metal hollow-ware	(55½p)
PA 414	Woollen and worsted	(75½p)
PA 418	Lace	(55½p)
PA 472	Furniture and upholstery	(55½p)

M 10 Overseas Trade Analysed in Terms of Industries for 1974 included in last week's list of available Business Monitors is not yet published.

Business Monitors in the Production series and Miscellaneous series, and certain Monitors (Nos. SD 1 to SD 9) in the Service and Distributive series, are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Library at the Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG (tel. 0633 56111, ext. 2973; telex 497121/497122 – Answer back BSO Newport), from which a complete list of the titles of Business Monitors is available on application. Exceptionally, copies can be purchased over the counter (for cash) at *either* the Department of Industry Central Library, 1 Victoria Street, London SW1H 0ET, *or* the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU.

The Annual Census of Production Reports (the PA series of Monitors), and the 1971 Census of Distribution Reports (which are being published as Monitors SD 10 to SD 23, though not all are yet available), can be obtained on standing order from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH, or can be purchased separately from the Government Bookshops or through booksellers.

British Film Fund Agency returns

The British Film Fund Agency has authorised the publication of the following information for the four weeks ended 26 July 1975.

Distributors' earnings submitted	£
Low cost films:	
Eligible (after multiplying by 2½)	14,372
Not eligible for 2½ times rental	38,537
	24,165
High cost films (including newsreels after multiplying by 2½)	242,872
	267,037
Films under 3,000 ft. (after multiplying by 2½)	30,855
	297,892
Levy collections paid to the Agency by HM Customs and Excise to 12 August 1975 including an estimate of collections approximately covering entertainments for the four weeks ended 26 July 1975	262,000

The ninth interim allocation for the eighteenth year will be at the rate of 53 per cent.

Cinema admissions and takings in May

During May, counted as a four-week period, the weekly average of admissions to cinemas in Great Britain was 2.27 million and the weekly average of gross box office takings was £1.34 million. The comparable figures for May 1974 were 2.78 and £1.36 million respectively.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 29 August 1975.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Three Days Of Summer	BR/E 38226/30/8/80	30	29 August	Columbia-Warner Distributors Ltd.	Anthony Gilkison Associates Ltd.
Movietone News 2412	BR/E 38127/30/8/80	8	29 August	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
Sexually Yours	EC 38225/30/8/80	75	28 August	Border Film Productions (London) Ltd.	Les Films Du Griffon, Paris
			FOREIGN		
Fugitive Girls	F 38222	70	27 August	Grand National Film Distributors Ltd.	AFPI, California
Sun And Games In Paradise	F 38223	26	27 August	Fox-Rank Distributors Ltd.	Cinesound Movietone Productions Ltd., New South Wales
Submission	F 38224	89	27 August	Oppidan Film Productions Ltd.	Dalia Productions Inc., California

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	16 May 1975
Balance of payments:	
current account (M)	22 Aug. 1975
trends in invisible transactions (Q)	24 Oct. 1974
(*see also* Overseas trade of the UK)	
Bankruptcies *see* Insolvencies	
Business names and limited partnerships (A)	30 Jan. 1975
Capital expenditure: manufacturing, distributive and service industries (Q)	This week
Catering trades turnover (M)	22 Aug. 1975
Census of production (A)	19 Dec. 1974
(amendment)	16 Jan. 1975
Chemicals industry activity (Q)	13 June 1975
Companies:	
acquisitions and mergers (Q)	15 Aug. 1975
insolvencies (Q)	1 Aug. 1975
liquidity (Q)	13 June 1975
new registrations:	
Gt. Britain (M)	29 Aug. 1975
N. Ireland (M)	This week
Construction work overseas (A)	22 Aug. 1975
EEC economic indicators	29 Aug. 1975
Energy trends (M)	This week
Engineering industries: sales and orders (M)	22 Aug. 1975
Film industry	
British Film Fund Agency returns (M)	This week
cinema admissions and takings (M)	This week
overseas payments and earnings (A)	8 Aug. 1975
registrations of films (A)	6 Feb. 1975
Food:	
consumption levels (6M)	2 May 1975
household consumption (Q)	4 July 1975
Footwear industry: production, orders and deliveries (M)	22 Aug. 1975
Foreign exchange: official reserves (M)	11 July 1975
Foreign trade: industrial countries' production and trade (Q)	8 Aug. 1975
(*see also* Overseas trade of the UK)	
Hire-purchase business (M)	15 Aug. 1975
Industrial production:	
index numbers (M)	22 Aug. 1975
N. Ireland index (M)	25 July 1975
Insolvencies in England and Wales (Q)	1 Aug. 1975
Insurance companies: investments and assets (A)	22 Aug. 1975
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	13 June 1975
investment and earnings overseas (A)	14 Mar. 1975
(amendment)	21 Mar. 1975
Machine tools: sales and orders (M)	This week
Man-made fibres:	
deliveries (Q)	This week
production (M)	This week
production: quarterly analysis (Q)	This week
Motor industry:	
car and commercial vehicle production (M)	29 Aug. 1975
estimated figures (M)	15 Aug. 1975
motor trade turnover (Q)	22 Aug. 1975
Office development permits (Q)	9 May 1975
Overseas trade of the UK:	
direct exporters and credit terms (A)	11 Apr. 1975
UK overseas trade in 1973	16 May 1974
unit value and volume index numbers (M)	22 Aug. 1975
value: analysis of trends (Q)	29 Aug. 1975
(*see also* Balance of payments)	
Paper and board production (M)	30 Jan. 1975
Pension funds: investments and assets (A)	22 Aug. 1975
Regional selective assistance (M)	This week
Retail prices index (M)	22 Aug. 1975
Retail trades:	
sales (M)	15 Aug. 1975
provisional figures (M)	22 Aug. 1975
sales, N. Ireland (M)	This week
stocks (M)	29 Aug. 1975
Royalties: overseas transactions (A)	11 Apr. 1975
Shipping: nationality of vessels in UK sea-borne trade (A)	23 Jan. 1975
Steel consumption and stocks (Q)	22 Aug. 1975
Stocks:	
manufacturers' and distributors' quarterly figures (Q)	This week
manufacturers' stocks: monthly estimates (M)	This week
retail (M)	29 Aug. 1975
Television: overseas payments and earnings (A)	8 Aug. 1975
Textiles:	
activity in the industry (Q)	25 Apr. 1975
carpet sales (M)	22 Aug. 1975
cotton industry production (M)	15 Aug. 1975
hosiery production (M)	22 Aug. 1975
made-up clothing: orders and deliveries (M)	15 Aug. 1975
wholesale houses' sales (M)	22 Aug. 1975
wool exports (Q)	20 June 1975
wool output (M)	15 Aug. 1975
Tourism:	
foreign visitor arrivals (M)	29 Aug. 1975
overseas travel and tourism (A)	7 Mar. 1975
Wholesale prices:	
average prices of selected commodities (A)	13 June 1975
index numbers (M)	22 Aug. 1975

Departmental organisations, etc.

Subjects	Last published
British commercial representations overseas	4 Apr. 1975
Customs notices of interest to exporters	15 Aug. 1975
ECGD local offices	1 Aug. 1975
Guide to Departments	11 July 1975
Official Receivers' offices	21 Mar. 1975
Programme of trade promotions	15 Aug. 1975
Release dates of economic statistics	29 Aug. 1975

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MOD 'diversion orders'

The need for close control of stocks and order levels on the one hand, and the vagaries of equipment failures on the other, inevitably result in the Armed Services having, on occasions, to ask Ministry of Defence contractors to deliver, or 'divert', direct to a beleagured user, instead of to the depot specified in the contract. Details of the actual item(s) required are issued on 'Diversion Orders', based on a standard procedure laid down in a document commonly referred to as '6/113'.

A recent review of procedure has resulted in a number of detailed changes, and the form is currently being re-issued in the Ministry's now standard 'DEFCON' series of purchasing forms retaining, in accordance with the usual practice, the same serial number – 113 – to assist users.

Readers are invited to draw the attention of any of their staff or colleagues who may be concerned with MOD contracts to the replacement of Form 6/113 by DEFCON 113 in future contracts. Copies of the new form are available from MOD(PE), CB/Admin 6c, Room 408, St. Georges Court, New Oxford Street, London WC1A 1EJ.

Editors of trade, trade association and other journals may wish to repeat this information for the benefit of their wider readership.

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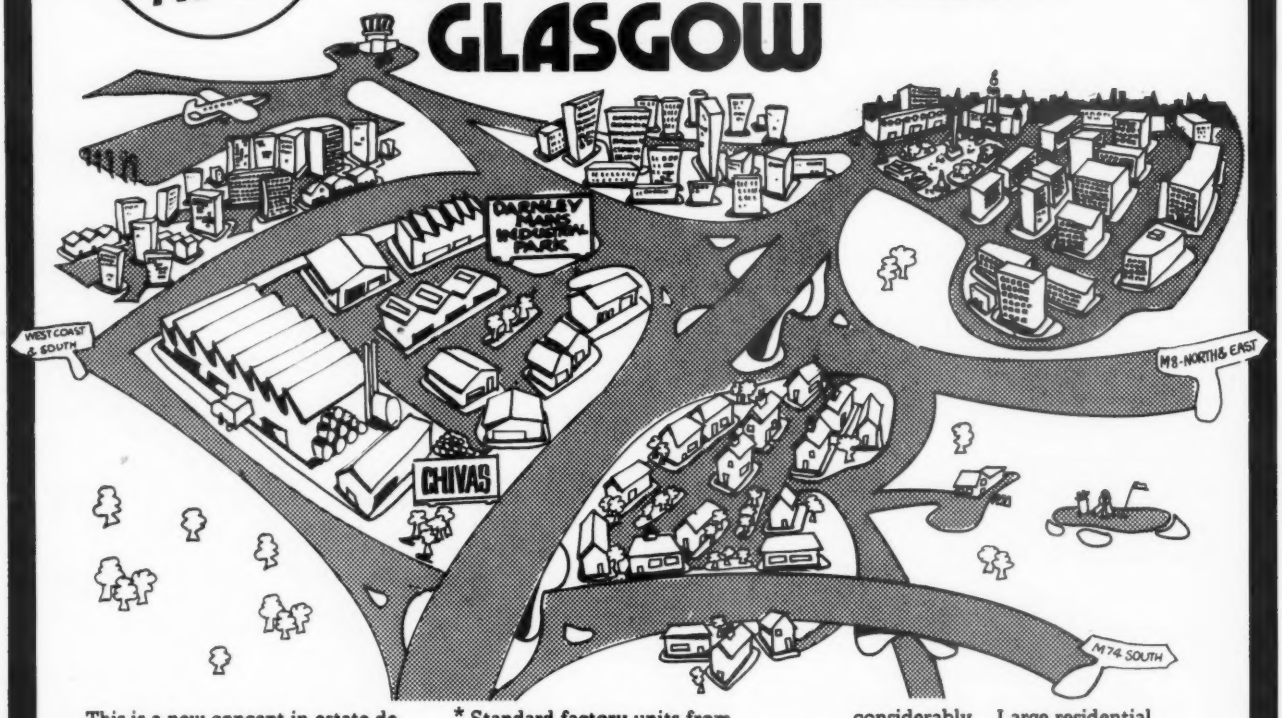

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LABOUR

Because of recent housing developments there is a new population of both male and female skilled labour totalling some 30,000 within a radius of one mile. With further local authority and private housing developments planned this figure will increase considerably. Large residential estates are on the Industrial Park boundaries within a few minutes walking distance on the north side.

AMENITIES

The whole project is on the edge of farmland and next to a proposed country park, with a neighbouring golf course at Rouken Glen. City amenities are but five miles away.

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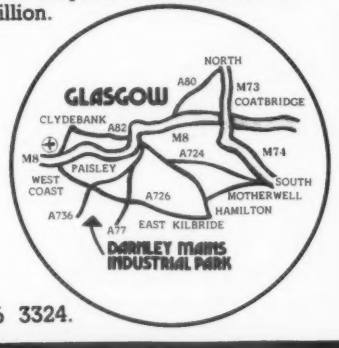

For full details apply to ME Montagu Evans & Son (Chartered Surveyors) 9 Manor Place, Edinburgh EH3 7DH. Telephone 031-226 3324.

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